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OCTOBER 16 1976 THE NEWSWEEKLY FOR PHARMACY

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**Increase in
container
allowance**

**Reply to 'all
dispensing
doctors' plan**

**PSNC role
in continuing
education?**

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Chemist & Druggist

The newsweekly for pharmacy

16 October 1976 Vol. 206 No. 5037

118th year of publication

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Contents

Comment <input type="checkbox"/> Continuing education	503
PSNC warns on draft health centre licence	504
Pharmacies not inaccessible after closures—Minister	504
Container allowance up	505
EEC directive on cosmetics now published	506
Agreement to FPN 114 "wrong", says president	509
Free movement of pharmacists may pose serious problem	510
The Xrayser Column: Registration	512
To martyrdom via self-immolation?	515
Scheme suggested for planned pharmaceutical service	523
New rent proposals for NI health centre pharmacies	527
BNF amendments	528
Record profit for Glaxo group	531
Appointments 531	News in Brief 512
Coming Events 532	On TV Next Week 518
Company News 531	People 512
Deaths 512	Prescription Specialities 517
Letters 528	Trade News 518
Market News 532	Westminster Report 532
New Products 517	Classified Advertisements 533

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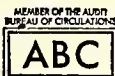
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Comment

Continuing education

The debate on pharmaceutical education was taken a step further by Dr Maddock at the Norfolk area contractors conference on Sunday.

He reiterated views, put forward at the British Pharmaceutical Conference in September, that the aim should be to produce a "total pharmacist—not just a pharmaceutical scientist". Wisely he avoided defining the two types but he did add that "if schools of pharmacy are not prepared to introduce material such as taught in the business management schools . . . the Pharmaceutical Services Negotiating Committee should insist that it be completed and assessed during the preregistration year".

The suggestion is not entirely novel—the problem of developing business sense and experience in the newly qualified has been brought up many times—but the proposal that the PSNC should "insist" is new and appears to extend that committee's negotiations well beyond the area of remuneration to education.

Later in his speech he developed the idea that the PSNC was probably the only body capable of sponsoring—by means of a levy on dispensed prescriptions—a College of Pharmacy Practice. He calculated a levy of 0.05p per prescription would produce an income in excess of £150,000 a year, which with donations from other sources would be a significant income for a pharmacy postgraduate education foundation to finance such a college.

The regional committees could become regional boards of the College; postgraduate deans being appointed in association with schools of pharmacy all with the objective of ensuring that pharmacists could avail themselves of a course of further education.

The earlier Chiltern Regional Conference (last week, p454) also considered the problem of continuing education when Mr G. Calder, deputy chief pharmacist, Department of Health, suggested it would be interesting to pursue the possibility of Open University type correspondence-residential courses.

While agreeing that such correspondence courses, in theory, make further education accessible to all, the main difficulty would seem to be a question of the time available for study.

Would the individual proprietor pharmacist be able to devote sufficient attention to such study when much of his spare time is already devoted to completing VAT returns and form filling for the Government?

We recognise that a number of pharmacists have successfully undertaken Open University courses but generally they have opted for non-pharmaceutical topics as a change from their day to day routine.

Continuing education will inevitably and rightly be imposed on the profession which now has the opportunity to decide how it shall be done. We believe the Society has the most important part to play. There is also the question—who pays? To take pharmacists out of their environment to attend study courses or tackle correspondence courses is an expensive operation but the costs must be met—by the public—who expect to be protected by an adequate pharmaceutical service.

PSNC warns on draft health centre licence

The Pharmaceutical Services Negotiating Committee has come out strongly against a draft model licence proposed by the Department of Health for the use of health centre accommodation by consortia of pharmacists.

The Committee made representations to the Department of Health about the model licence which could be used as the basis of an agreement between area health authorities and pharmacists over the use of such accommodation. At its meeting last month the Committee discussed the Department's reply; it was agreed that the Department be informed that the reply was totally unacceptable to the Committee. Further it was agreed that the Committee should advise Local Pharmaceutical Committees and contractors that the model licence had not been accepted by the Committee and was not considered to be satisfactory from the point of view of pharmaceutical contractors. The Committee would make a copy of the model licence they had prepared available to consortia entering health centres.

At a meeting held on September 20 between representatives of the Committee and officers of the Department a claim was pressed for an increase in the percentage level of profit currently being received by chemist contractors. After a lengthy and detailed presentation by the Committee's consultant accountant and their outside consulting accountants, Coopers Lybrand Associates, the Department undertook to give a definite reply in time for consideration at the next PSNC meeting.

It was agreed that the grant of £1,000 per graduate payable to pharmacist contractors employing preregistration graduates should be implemented during the year 1977-78 and that it should be payable by two retrospective payments at six-monthly intervals. Payment in respect of succeeding years would be reviewed annually.

Terms of Service proposals

The Committee's proposals for amendment of the Terms of Service for pharmacists and the Hours of Service Scheme were discussed. The Department accepted a number of the Committee's proposals on the Terms of Service Scheme, but because of the current pay policy, the Department could not at present implement the Committee's proposals concerning the Hours of Service Scheme. Improved procedures were also discussed for dealing with claims from pharmacist contractors where oxygen equipment had been damaged whilst in the charge of the patient.

The Committee approved the new procedures for reimbursing pharmacist contractors the invoice price for ready-made preparations where it was not practicable for the chemist to dispense them extemporaneously.

In order to implement the procedure, Class 3 of Part II of the Drug Tariff would be amended, from November 1, as follows:

Clause 3. Prices for Drugs, Preparations and Approved Appliances

1. The price for any quantity of any drug, preparation or appliance included in Part IV, V or VI of the Tariff is calculated from the basic price of the drug, preparation or appliance.

2. The price for any quantity of a preparation not included in Part IV or V of the Tariff, but

(a) included in the British National Formulary, or any other Formulary approved for this purpose by the Secretary of State, after consultation with the Pharmaceutical Services Negotiating Committee; or

(b) for which the formula has been written in full by the prescriber,

is (i) where the preparation is dispensed extemporaneously and a special fee under Part IIIA, Class 2 of the Tariff is claimed, the sum of the prices calculated from the basic price of each ingredient of the preparation; or

(ii) where the preparation is purchased in made-up form, the basic price of the preparation according to the invoice.

3. The price for any quantity of any other drug or preparation is calculated from the basic price of the drug or preparation.

Draft Out-of-Hours Scheme

The Committee considered and agreed a draft model Out-of-Hours Scheme for inclusion in the agenda for the conference of representatives of Local Pharmaceutical Committees to be held on November 21. A number of resolutions from various LPCs had been received which would also be included in the agenda which was to be posted out shortly.

A letter had been received from the Department stating that they were not prepared to agree to the Committee's request for the Department to print and make available to contractors a card urging the return of unused medicines to local pharmacies. The refusal would be reported to the National Pharmaceutical Union's Executive Committee which had made the initial request.

The Committee examined a detailed questionnaire being used in a survey being conducted by Industrial Facts and Forecasting Limited into the provision of the oxygen therapy service. Concern was expressed that the Committee had not been consulted and it was agreed that, having regard to the lack of consultation and the nature of the survey, they had no alternative but to advise contractors not to participate. The Committee noted correspondence about the convenience to ambulant

patients of the Union Carbide Oxygen Walker System over the traditional F-sized oxygen cylinders and that the Medical Research Council was carrying out a controlled clinical trial of this treatment in three British centres.

Other points from the meeting included:

□ The Committee's office is to consider producing a leaflet for use when "incomplete" prescriptions are referred back to the doctor; the leaflet would be along similar lines to the one for use with incomplete prescriptions for Controlled Drugs.

□ Draft amendments to the NHS (Services Committees and Tribunal) Regulations 1974 were received and were to be considered by the contract subcommittee.

□ Confirmation is to be sought from the Department that the payment in respect of the rota service provided on Christmas Day would be at the Sunday and public holiday rate.

□ The question of the availability of amber medical bottles is to be pursued with the Pharmaceutical Society.

□ Mr A. J. Smith, chief executive designate, was present, having joined the Committee the week before.

Pharmacies not inaccessible after closures—Minister

The closure rate of pharmacies as yet has not led to them being inaccessible to the public, according to the new Minister for Health, Mr Roland Moyle.

Mr Moyle expressed that view while addressing the annual conference of Co-operative Society superintendent pharmacist-opticians at Banbury last week. He added that he was attracted to health centres and felt the team approach gave better care for the patient; pharmacists should be encouraged to be in, or adjacent to, health centres, but there was no intention of compelling individual pharmacists to go into such centres.

During a Co-operative Wholesale Society presentation on their plans for 1977, the delegates were told that the organisation was going ahead with use of its "family care and beauty" symbol, but there was no intention to use restricted titles.

About 60 pharmacists—including 40 superintendents—were present at the conference, one of the best attended for many years. The Pharmaceutical Society's president, Mr J. P. Bannerman, also addressed the delegates, speaking on the professional attitude to advertising and the Medicines Act and analgesic sales. The conference ended with the inauguration of Mr G. T. Clark, a pharmacist from the North-Eastern Co-operative Society, as the association's president for the next two years.

□ Mr S. Blum and Mr S. Davison, representing the general practice pharmacy section of the Association of Scientific Technical and Managerial Staffs, met the Minister of State for Health, Mr Roland Moyle, on Wednesday. Also present at the meeting were Mr Eric Deakins, Under-Secretary of State, Department of Health and Social Security, and MPs Douglas Hoyle, Dr Maurice Miller and Stanley Thorne. A statement issued after the meeting said the Minister had agreed to consider the views expressed.

Container allowance up

As a result of the 1975 container costs inquiry, the container allowance is to be increased from 1.55p to 1.80p for all prescriptions dispensed on and after September 1, Mr J. Charlton, secretary, Pharmaceutical Service Negotiating Committee, said on Sunday (see also p527).

Unichem's interest rate raised to 16 per cent

The board of Unichem Ltd have decided that in respect of 1976 the maximum rate of interest possible on members' shareholding shall be raised to 16 per cent in place of the current limit of 12½ per cent.

That move was announced this week after a board meeting had discussed the implications of the increase in the Bank of England Minimum Lending Rate, formally known as the Bank Rate. As a Friendly Society, Unichem's rules limit interest to 1 per cent above the Minimum Lending Rate on the day of the annual meeting.

Mr Peter Dodd, managing director, says the board's decision reflected the present high cost of money and was indicative of Unichem's policy to provide members with more attractive all round benefits. "We are guaranteeing that should the Minimum Lending Rate remain at 15 per cent until the date of the next annual meeting, which seems possible, the board will recommend to the meeting that interest at the rate of 16 per cent be paid on members paid-up shareholding. This is, of course, additional to the entitlement to rebate." The association would like to be allowed to improve its interest rates even further, but the registrar of friendly societies was not prepared to change the rules.

Drug store owner fined £50 for using 'chemist' on sign

A man was summoned to Stratford Magistrates Court last week by the Pharmaceutical Society to answer allegations that he was selling poisons without authority and had used the title chemist unlawfully.

The court heard how in December Mr George Norris, a pharmaceutical inspector, went to the T/A Discount Drugs Store at 224 Redbridge Lane East, Clayhall, Redbridge, owned by Mr Anthony Lee, after receiving a complaint that Mr Lee was displaying the title chemist in a sign above the premises without being qualified. "On the sign were the words 'cosmetics toiletries chemist items sundries gifts'. I explained to Mr Lee that because he held no relevant qualifications using the word chemist in the sign was an offence and I was reporting him to the Society," Mr Norris told the court.

Mr Lee was also selling poisons without

the supervision of a pharmacist contrary to the Pharmacy and Poisons Act 1933 and the Poisons List Order 1972. The substances involved were benzocaine contained in Tyrozets, and phenylpropanolamine hydrochloride, contained in Mucron.

Mr Lee admitted four counts of selling the poisons but denied using the title chemist, claiming the sign read "chemist items" as one statement. He told the court "I am allowed to sell chemists items such as aspirins etc and to call the store a drug store. Being new to the trade I was not aware of the restrictions on the poisons. I told the Society I was prepared to change the sign but the Society were not prepared to accept. I have seen other drug store signs the same."

Mr Lee was fined £20 each on the four allegations of selling poisons and £50 for using the title chemist. He was also ordered to pay £20 towards the costs of the case.

Doctor suggests how to use pharmacists' skills

Pharmacists could have "lists" of patients in the same way as doctors and receive a corresponding capitation fee, writes Dr Edmund Byrne in *Pulse* last week.

They could have temporary residents, a duplication of the system of cover that general practitioners have to provide, they would have to keep records of drugs dispensed and would take over some of the doctor's functions, he adds. Drug interactions could far better be monitored, repeat prescriptions better looked after and drug abuse detected more quickly.

"The basic concept, if exploited commercially by the pharmacists to their advantage, would prove a boon to gps. . . . Ironically, it is probable that the medical profession's representatives would regard such a scheme as being an abrogation of gps' rights instead of a sensible use of highly professional men reduced to

counting tablets and sticking on labels."

"Personally I have nothing but thanks for my own local pharmacist who has prevented my appearing in court many a time! I only wish I could use his professional talents much more. Let me get on with diagnosis and prescribing treatment while he uses his skills to control both me and the patient."

Kodak appeals in action against Polaroid

Kodak Ltd and Eastman Kodak Co have given notice of an appeal against the High Court decision in August granting Polaroid an interlocutory injunction preventing Kodak from manufacturing, selling or supplying instant cameras and instant print film in the UK prior to a full hearing relating to alleged infringement of patents. The appeal is likely to be heard in November.

When the interlocutory injunction was granted, Kodak announced its intention to appeal, but this could not be done until the reasons for the High Court decision were known. The detailed judgment was given on October 4 (last week, p452).

Name change for Westons

Westons Chemists (UK) Ltd is the new name of R. Weston (Chemists) Ltd. The change, effective from September 29, was made following the departure of the company's founder, Mr Ralph Weston, who is currently establishing a new company, Transton Ltd.

Standstill extension agreed

All the bodies concerned in the Clothier Committee—the Pharmaceutical Society, Pharmaceutical Services Negotiating Committee and the British Medical Association—have now agreed that the current "standstill" on rural dispensing should continue for a further six months; the Department of Health has also given its approval.



Mr Austin McCarthy (centre), general manager (Cork), giving a guided tour of the Hanimex factory at Little Island, co Cork, Ireland, after the recent official opening, to Mr Peter Barry, TD, Minister for Transport and Power (left), Mr Liam Cosgrave, TD, Irish Premier, and Mr J. D. Hannes, managing director, Hanimex Corporation Ltd

EEC Directive on cosmetics now published

The text of an agreed EEC Directive, providing for total harmonisation of regulations on cosmetic products, has now been published.

The agreement was signed in June and the Directive was published by order of the Council of Ministers on July 27, in the Official Journal dated September 27 (Vol 19, No L262, HM Stationery Office, £2.25). The aim of the Directive is to protect users and provide better information about ingredients, and lists are given of permitted colouring substances and their conditions of use together with lists of banned ingredients. The "banned" list appears to consist largely of pharmacologically active substances such as antibiotics, alkaloids, and synthetic drugs, and it is pointed out that the Directive does not relate to pharmaceutical specialities or cosmetic products designed exclusively to protect from disease.

The Directive lays down that the packaging, containers or labels bear the following information in indelible, easily legible and visible lettering; name and address of manufacturer or person marketing the product; nominal content at time of packaging; expiry date for products with a stability of less than three years; particular precautions to be observed in use (where it is impossible for these to appear on the container, they must appear on the packaging or on an enclosed leaflet); and the batch number or reference for identifying the goods (where these cannot appear on the container because the articles are too small, such information need appear only on the multiple retail pack or sleeve).

Pharmacist threatened and attacked, creditors told

Increase in minimum order value by certain suppliers and lack of adequate working capital, making it difficult to carry a complete range of products, was the main reason given by Mr E. A. Camilleri for the failure of his business. At a recent meeting, creditors were told that Mr Camilleri, who qualified in 1960, purchased the business at 360 Grand Drive, Raynes Park, London SW20, on January 1, 1971.

Initially the business was successful and made profits of £1,369 and £2,393 in the first two years, but during 1973 the turnover declined and the net profit was £70. In 1974 there was a net loss of £651 and the position deteriorated further in 1975.

Mr Camilleri said that in 1973 he received a letter threatening to kill him if he did not leave the district. He also received many telephone calls in the same

vein, and the shop front was attacked and smashed. On November 30, 1975, at about 10 am two hooded men raided the shop and forced him at gunpoint to open the safe and escaped with cash and Dangerous Drugs. The robbery was publicised on television and in the local papers, but the criminals were never arrested.

As a result of the attack, Mr Camilleri's health was affected and during 1976 he was admitted to hospital. During his absence the shop was closed and finally ceased to trade on August 21.

An approximate statement of affairs, presented at the creditors' meeting, disclosed net assets of £2,783 against unsecured debts of £14,437. The creditors resolved that the matter be dealt with under a deed of assignment in favour of Mr D. V. Hinkley, of Floyd Nash & Co as trustee of the estate.

Management seminars for photographic retailers

A new series of dealer sales training courses and seminars for all levels of management and retail staff has been organised by Kodak Ltd.

Of particular interest to owners and managers of photographic shops and departments, Kodak feel will be the four-day management seminar which is constantly being up-dated in keeping with current trends. The object of the seminar is to give delegates the chance to meet and discuss ways of increasing sales and profit, providing an opportunity to catch up on all the latest developments in the high street. It takes in the size and growth of the market and the photofinishing market, the new Kodak products, the value of advertising and promotions, consumerism and other important areas of current trading. Those attending the seminar will be challenged to use all their marketing and financial expertise in a project to revitalise a hypothetical failing retail business.

The venue for all six seminars is the Kodak marketing education centre, Gadebridge Lane, Hemel Hempstead, Herts on the following dates: November 1-4 and 8-11; January 31-February 3; February 21-24; February 28-March 3; March 14-17.

The seminar fee is £10 per delegate plus VAT and includes luncheon, morning coffee and afternoon tea. Return rail tickets between London Euston and Hemel Hempstead are also provided and a coach meets delegates from the station to the marketing education centre. Further details from Mrs Sue Bennett, Kodak Ltd, Department 88A, Gadebridge Lane, Hemel Hempstead, Herts HP1 3HQ.

Lens cleaning survey

A survey of cleaning and disinfection methods for soft contact lenses is being carried out by Contact Lenses (Manufacturing) Ltd.

A questionnaire in *Eye 1*, the company's newsheet, asks contact lens practitioners what methods they recommend for daily cleaning and what problems, such as infection, their patients encounter. The company is seeking information which will be useful in discussions with the Department of Health on the possible introduction of standards for contact lens solutions.

MRC's priorities in the 'non-growth' situation

A co-ordinated effort on multiple sclerosis and the encouragement of research wherever possible on mental disorders, drug addiction, skin disease, dental disorders and the epidemiology of cardiovascular disease are among the Medical Research Council's priorities in the current "no growth" situation.

That is revealed in the Council's annual report April 1975 to March 1976 published this week (HM Stationery Office, £2.75). The report shows that the Council's expenditure over the year was £47.1m, of which nearly £9.3m was provided by the Health Departments, the Department of Employment and the Health and Safety Executive to finance research commissioned by the Government. Although the funds represent an increase of about £10m over the previous year's expenditure, in real terms the Council's budget is in a steady or even declining state. That has led to clear decisions of priority and active redeployment, with priorities which the Council feel take account of both social importance and scientific feasibility; even in hard times, the policy in many spheres had to continue to be the encouragement of fundamental research.

Points from the report include:

□ Five MRC-supported teams are involved in the search for a possible multiple sclerosis virus.

□ Research suggests that babies control the timing of their birth through a chain of hormone changes; the findings may make it possible to predict and eventually perhaps prevent premature birth.

□ Ways are being revealed of designing more "rational" drugs for trypanosomiasis by exploiting biochemical characteristics of the parasites, and a skin test analogous to the tuberculin sensitivity test has been developed for leprosy.

Cross-Channel conference for Celtic pharmacists

A cross-Channel "assembly of Celtic pharmacists" has been arranged for later this month to bring together pharmacists from Brittany and South West England.

Organised jointly by Mr A. G. M. Madge, Plymouth, and Mr Xavier Charpentier, Rennes, the meeting is scheduled to last six days, with the French pharmacists flying in on October 27 and returning on November 1. Mr Dechazel, president, Conseil Regional de Bretagne, will give an address on pharmacy in Brittany and Mr Madge will speak on the profession in the UK. There is also to be a discussion on ways and means of closer collaboration between pharmacists in Brittany and the South West of England, including the idea of forming a joint liaison committee. Other events planned include an historic banquet, visit to Exeter Cathedral, and a Devonshire cream tea.

□ Devised by marketing people for marketing people is the claim made for the UK Market and Media Pocket-Book 1976-77, price £2.50 from Young & Rubicam information office, Greater London House, London NW1.

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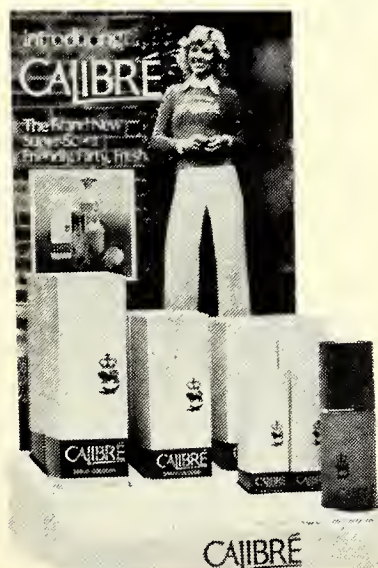
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Professional News

Pharmaceutical Society of Great Britain

Agreement to FPN 114 'wrong' says president

The Pharmaceutical Society had been wrong in agreeing to the Department of Health's document FPN 114 on "incomplete" prescriptions, according to the Society's president Mr J. P. Bannerman.

Mr Bannerman told last week's meeting of the Practice Committee of the Society's Council that the Department "was using pharmacists in an endeavour to ensure that doctors wrote prescriptions correctly". The Committee recommended that the Pharmaceutical Services Negotiating Committee be requested to write to all Local Pharmaceutical Committees, asking them to ask their family practitioner committee and local medical committee to write to doctors emphasising the need for correct prescription writing.

The Committee also recommended that the PSNC be asked to join the Society in a meeting to be sought with senior officials at the Department of Health at the earliest possible moment, and in the meantime that pharmacists should contact their local doctors to explain the situation and take the necessary professional action with individual prescriptions. The Council agreed to the recommendations.

Historic meeting

The Council meeting was the first to be held in the new headquarters and Mr Bannerman welcomed members to "this historic meeting". He said: "We are assembled in this superb building, a building of which I am certain we are all proud, and justifiably so. It is certainly a fitting home for our Society". On behalf of the Council, he expressed appreciation to the staff for their immense contribution in preparing the building and making it functional.

The secretary and registrar, Mr D. Lewis, reported that a former member of the Society, Mr Arthur Wilson Tew, 30 Quarn Drive, Allestree, Derby, had celebrated his 100th birthday on June 25. The president had written a letter of congratulations, and Mr Tew had replied to the letter in his own hand.

The reformulation and repackaging of Benylets was considered by the Council, and concern was expressed at the sweet-type packaging of a Part I poison. It was agreed that Mr Lewis should make representations concerning the matter to Parke, Davis & Co.

The following heads of schools have accepted the Council's invitation to serve as co-opted members of the Education Committee up to and including the July, 1977, meeting: Professor S. S. Davis, Professor P. H. Elworthy, Mr. F. H. Oliver, Professor A. R. Rogers, Dr J. Swarbrick and Dr V. Walters.

The Society's research awards are to be increased in order to maintain parity with the Research Council's Awards which have

been increased from £1,180 to £1,380 for London and from £1,085 to £1,270 for students attending elsewhere.

The bachelor of science in pharmacy degrees of Portsmouth Polytechnic were reapproved for a period of five years, subject to any amendments made during that period being submitted to the Society.

In recent years, Council comments on motions before the branch representatives' meeting have been made to the meeting only with the consent of the meeting, exceptions being comments offering recent factual information, or which concerned financial, legal or charter matters. In future, the Council has decided that if it has a comment to make on any motion it should always be given to the meeting.

Regional course organisers are to be invited to attend the afternoon session of the annual meeting of regional secretaries to be held on October 21, 1976. The session will include a review of current negotiations on postgraduate education.

A standardised badge is to be prepared for Council members, to be worn at official functions. The Organisation Committee also agreed that delegates and accompanying members should wear distinct badges to aid identification at the British Pharmaceutical Conference.

The Society's headquarters is to be closed for the Christmas holiday from 5 pm on Friday, December 24, to 9 am on Wednesday, December 29, 1976.

Drug information to pharmacists

The Society is to write to the Department of Health and Social Security urging that information on drugs which was considered of sufficient value to be distributed to doctors should also be distributed to pharmacists. The decision arose from a Practice Committee discussion on the drug interaction disc "Medisc" which the Department had recommended should be distributed to every general medical practitioner and junior hospital doctor. The Department had decided not to distribute the disc generally to pharmacists because of an insufficient supply of free copies.

It was reported to the Practice Committee that the Society had received a reply from Dr T. D. Whittet, chief pharmacist, Department of Health, to its letter setting out the Council's comments on the consultative document "Prevention and Health: Everybody's business". The comments had been expressed in a document entitled "The role of the pharmacist in health education". Dr Whittet had pointed out that the aim of the consultative document had been primarily to stimulate interest and discussion in preventive medicine among Health Service authorities, the professions and the public generally; it had not been intended as a comprehensive and detailed account of the respective

roles of health professionals. He added that papers on specific aspects of prevention would be published over the next few years, and one of those was likely to be on health education and would describe the functions of the pharmacist. He had said that the Society's document would be most helpful in preparing such a paper.

The Council agreed a reply, to be sent to Dr Whittet, setting out the Society's views on the Government document "Priorities for health and personal social services".

The Society is to write to the Department of Health once again urging that the question of consultation with pharmacists over the siting of health centres be given priority. It was reported to the Practice Committee that a letter had been received from the Department, in reply to the Society's letter of August 18, stating that it was not possible at present to say when the proposed circular offering consolidated guidance on health centres might be ready for consultation.

The Society is to again request the Committee on Safety of Medicines that its publication, "Current Problems", be sent to all general practice pharmacists.

Baby milk distribution

It was reported to the Practice Committee that at a recent meeting between representatives of pharmacy and the Department of Health Mr E. Deakins, Parliamentary Under-Secretary of State for Health and Social Security, had agreed to approach his ministers on a scheme for distributing baby milk through pharmacies. The Committee was also told that at a subsequent meeting, of only pharmacy representatives, proposals for distributing vitamin tablets and drops had been discussed, and another meeting was to be sought with the Department.

The definite article

A Boots company branch fascia has had the definite article removed from the legend "Boots the Chemists". The local inspector had confirmed that the fascia bore the word "the" and he had obtained agreement of the territorial general manager that it should be removed from the fascia. It was reported to the Ethics Committee that other instances of the use of the definite article had been dealt with in a similar way.

The Society is to write to the Medicines Commission asking for an opportunity to be involved in the formulation of any recommendations made by the Commission to the Department of Health and Social Security on the contents of package leaflets. The new Legislation Committee pointed out that EEC Directive 75/319 made provision for leaflets to be enclosed with proprietary medicinal products. The Committee discussed the question of reconciling the information requirements of the doctor or nurse on how to use a product where an information source such as the data sheet compendium was not available with the need to prevent distress to the patient who might read information about his illness on a package insert giving medical information.

The New Legislation Committee produced draft comments, which the Council

Continued on p510

New legislation

Continued from p509

agreed should be sent to the Department of Health, on proposed restrictions on advertising to the public, under the Medicines Act 1968.

On herbal remedies, the Committee disagreed with the Department's suggestion that such remedies should be in a special position in that their labels or accompanying package inserts might include a reference to conditions forbidden under the Regulations, provided that the labels bore a statutory warning to the effect that persons suffering from such conditions should consult a registered medical practitioner before embarking on any treatment. The Committee considered that to be a retrograde step. The Committee agreed with the Department's suggestion that the use of product names that might be taken as referring to disease or group of diseases, eg, liver salts, should be allowed to continue for a transitional period, but considered that the period should be not more than three years.

It was reported to the New Legislation Committee that a meeting had been held between the staff of the Society's law department and representatives of the Health and Safety Executive, the Home Office, and the Department of Prices and Consumer Protection to discuss the draft regulations for the statutory labelling of dangerous substances under the Health and Safety at Work Act. The Committee was reminded that of the list of about 800 or so chemicals, 87 were in the Poisons List, and under the new proposals those would be required to be labelled in accordance with the Health and Safety at Work Act Regulations, and not in accordance with the Poisons Rules. Small quantities would be exempt from the Regulations. It was decided to suggest that retail sales of small quantities should remain subject to the Poisons Rules.

A final draft of the Medicines (Labelling) Regulations 1976 has been received by the New Legislation Committee, and the Society is to take up with the Department of Health and Social Security a number of minor points concerning wording of the Regulations. The intended date for their coming into operation is November 22, 1976.

PATA Council election

Six seats on the Council of the Proprietary Articles Trade Association are open for election for next year. The members who retire this year are:

Manufacturers' section: International Laboratories Ltd; Thomas Marns & Co division of Arthur H. Cox & Co Ltd.

Wholesale section: Smith & Hill (Chemists) Ltd; Vestric Ltd.

Retail section: C. N. Bedford; S. J. Turner.

With the exception of Mr S. J. Turner, all are eligible for re-election. It is open to members of the manufacturers', wholesale and retail sections to nominate candidates for the two vacancies in their respective sections. Nominations should be sent to the secretary, 4 Margaret Street, London W1N 7LG, to arrive by November 8.

Free movement of pharmacists 'may pose serious problems'

Free movement of pharmacists in Europe, when it occurs, may present the profession in Ireland—as in the UK—with serious problems because neither has the safeguard of planned pharmacy distribution. That was stated by Dr W. E. Boles, retiring president of the Pharmaceutical Society of Ireland, at the Society's annual meeting on Monday, during the Irish Pharmaceutical Congress.

One of the EEC's fundamental legal rules was that no country may impose professional obligations on its European partners that it did not require of its own citizens said Dr Boles. Most European countries already had planned distribution and a few had definite proposals to implement the licensing of pharmacies in the near future. Submissions had been made by the Society to the Department of Health on the need for positive action and in the past week there had been a joint approach by the Society, the Irish Pharmaceutical Union, and representatives of hospital pharmacists, wholesaling and manufacturers.

"Certainly the Minister for Health and his advisers have been made fully aware of our strong convictions," said Dr Boles. "While the legitimate interests of our profession are tied in with the problem, we are convinced that there are important issues of public health at stake."

Also involving the EEC was the anticipated Draft Directive aimed at mutual recognition of qualifications. The latest thinking seemed to be to prescribe a basic course but allow for national variations; in Ireland's case, it was anticipated that a five year university course would be accepted—inclusive of one year's practical training under specified conditions and with an examination at the end of it.

Such a course is expected to be offered at Trinity College, Dublin, following the proposed transfer from University College. Dr Boles hoped the transfer would

be effected in October 1977, subject to the decisions of Government Departments (especially finance) and a detailed statement would probably be made towards the end of November. The concept of the course had met with understanding and goodwill from every Government agency and the Society remained confident that the necessary funding would be made available despite spending curbs. The registration bodies in Northern Ireland and the UK had made declarations of intent to give serious consideration to recognition of the new degree.

Drug information service

Dr Boles also outlined the progress towards the setting up, as Council intended, of a drug information service. "It will not be the purpose of the project to supplant the kind of information services that pharmacists should develop at practice level. The output of literature on all aspects of medicines has become so vast that only full-time trained specialists can digest and co-relate all the available data and present specific details on request. The new service will be part of a long term re-organisation of the Society administration which will be set in train in due course," he added.

During the meeting Dr Boles (who did not stand for re-election to Council) received a standing ovation for his work on behalf of the profession. Mr Aidan O'Shea referred to his work for the FIP Congress in Dublin, extension of the university course and involvement with the GMS scheme, adding that Ireland had not such a super-abundance of leadership that it could afford to be without Dr Boles' talent. He hoped it was a "pause" not a "full stop" in his contribution.

In presenting the treasurer's report, Mr P. Browne announced that the Society had made application to the Department of Health and the Prices Commission for an increase in fees, in line with inflation, from January 1, 1977.

Three new Council members elected

Three new members have been elected to the Council of the Pharmaceutical Society of Ireland. They are Dr Patrick Deasy, a lecturer at the College of Pharmacy, Miss Breda Murray, who is secretary of the Irish Pharmaceutical Union's community employee section, and Mr Gerry O'Neill, chairman, IPU community employee section. The new members take the places of the retiring president, Dr W. E. Boles, and Mrs K. O'Sullivan and Mr James Brady. The death recently of Mr Eric Burrell leaves one vacancy on the Council which is to be filled by co-option.

Dr W. E. Boles, retiring president



PHILIPS REPORT

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30 second commercials. London, Midlands, Trident, Lancashire. Over 27 million of your customers will see the Philips Home Trim commercials. Starting early November.



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People

Mr Austin Bide, chairman and chief executive, Glaxo Holdings Ltd, was one of the successful candidates in the recent Council elections for the British Institute of Management. The Institute's chairman is now Sir Derek Ezra, chairman of the National Coal Board.

Dr George Cust has been appointed chief medical officer of the Health Education Council. Succeeding the late Dr Arthur Dalzell-Ward, Dr Cust joins the Council from the North West Thames Regional Health Authority where he is regional specialist in community medicine and responsible for health information services.

Mr Gordon Wright is retiring after 21 years as managing director of Associated Products (England) Ltd and their overseas subsidiaries marketing the Quickies range of toilet products. He will however continue his interest in the toiletries field as a freelance consultant.

Sir John Gray, who has been secretary of the Medical Research Council since 1968, is to retire at the end of March 1977. With the approval of the Secretary for Education and Science, Professor J. L. Gowans, Royal Society research professor, Sir William Dunn School of Pathology, University of Oxford, and director of the MRC cellular immunology unit, has been appointed to succeed Sir John and will take up his new duties in April.

Deaths

Breingan: On October 7, Mr Duncan McDougall Breingan, MPS, 12 Marine View Court, Troon, Ayrshire. Mr Breingan qualified in 1931.

News in brief

□ The Postal Code of the Welsh Health Technical Services Organisation's offices at Caradog House, 1 St Andrews Place, Cardiff, has been changed to CF1 3PY.

□ During July chemists and appliance suppliers in Northern Ireland dispensed some 887,766 prescriptions (550,340 forms) at a total cost of £1,642,089—an average of £1.85 per prescription.

□ There is no guarantee that a branded pharmaceutical preparation will always be superior to a generic one subject to official standards, writes Professor Paul Turner, department of clinical pharmacology, St Bartholomew's Hospital, London, in *The Lancet* last week. Commenting on the Office of Health Economics report, "Brand names in prescribing" (*C&D*, September 25, p364), he says responsibility rests with the industry to demonstrate the greater consistency of branded products. Doctors and pharmacists could then decide rationally which to use.

Topical reflections

BY XRAYSER

Registration

The news item concerning the difficulty experienced in finding postgraduate training for two overseas students raises wide-ranging problems (p453). It seems that the graduates, from Chelsea College, were originally accepted by the Boots organisation, with the condition that they would stay with the company for three years. The minimum period laid down by the Pharmaceutical Society between graduation and registration is one year, but the company can and does make its own conditions.

The fact is that work permits could not be obtained for that period and Boots withdrew their offer to employ the students. It is reported that an official of the Department of Employment said that, in general, permission would be given to overseas students graduating in this country to work for a year if that was required in order to obtain registration. However, the spokesman went on, the Department had a responsibility to the unemployed in this country and work permits would not be issued if there were British people who could fill vacancies.

The problem is not new. I met it, in a slightly different garb, in the early sixties, and it seemed to me then, as it does now, that someone accepted for a course leading to registration should be able to complete it. On the first occasion on which the situation came to my notice, the official body concerned was prepared to grant one year from the time of qualifying and the graduate was in the same predicament. Two large concerns offered employment, but on conditions which were unacceptable because of limited permission to stay in the country. I note, from your report, that it is understood that, due to the efforts of the regional pharmaceutical officer, Miss J. Greenleaf, and the local Family Practitioner Committee, the graduates may now have obtained places.

Having accepted overseas students for a course leading to registration, I think there is an obligation on the part of all concerned to see that the opportunity is available to register. It may be that the integration of the practical experience in the course itself—a proposal which raises its head from time to time—would be the answer. To leave these shores after years of study, having passed the examinations and to go home unregistered would be hard indeed.

52½p

All of the foregoing takes me back to my early days in pharmacy, when the Pharmaceutical Society itself took a paternal interest in me. For a trifling sum of I think, half a guinea, I became registered as an apprentice or student, and although the Society did not know me personally, it knew of me, and I had a feeling at a very early age of belonging. I must confess that it did not show a great deal of interest in me for a few years, until I felt I was ready to measure my strength against a variegated Board of Examiners.

Once more, some money changed hands, together with a document which proclaimed that I had undergone apprentice training extending, I think, to 4,000 hours, a figure which seems surprisingly low in retrospect. And having satisfied the examiners that I possessed "sufficient" skill and knowledge, I was duly registered, and a little more money passed. (I had the experience of meeting some of those examiners in later life, only to discover that they were not all fiends in human shape.)

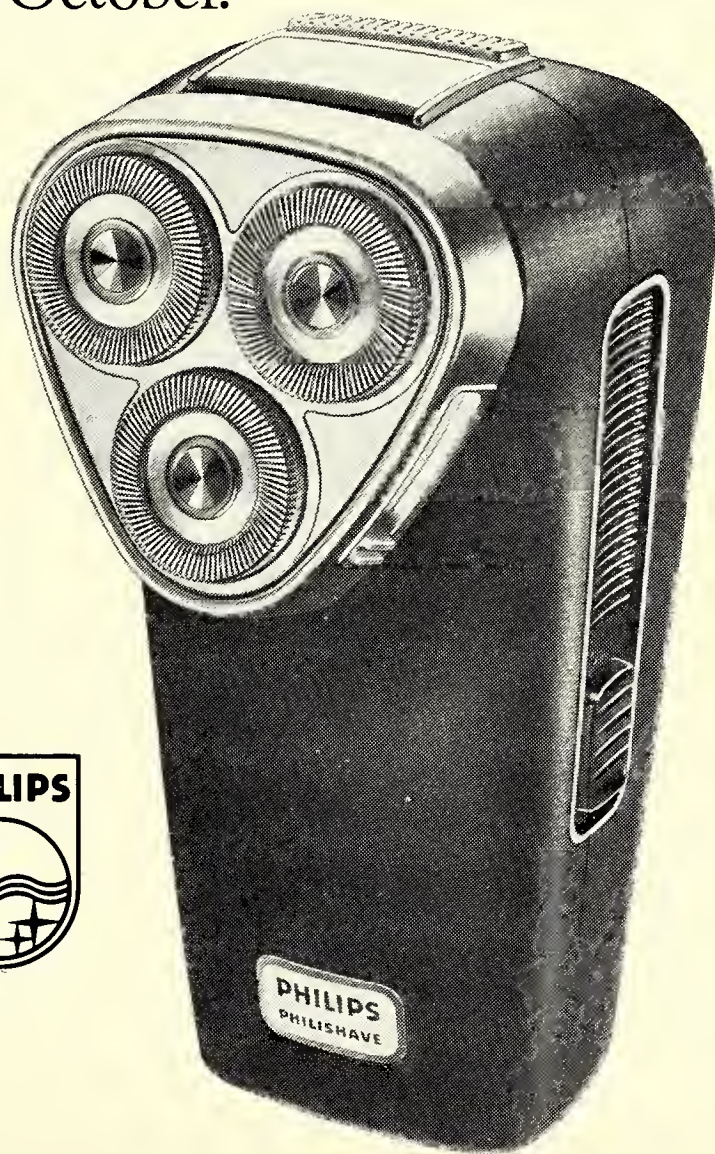
The point of this long digression is that from that far-off day when I registered as an apprentice or student I felt that I belonged to an organisation which had accepted me on production of evidence that I had attended school and acquired an elementary general education which suggested hope for the future. I think, with the transfer of responsibility to the universities, the sense of "family" is less evident.

PHILIPS REPORT**PHILIPS**

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DUREX

PRICING ANNOUNCEMENT

Rising costs make it necessary for us to increase prices on the range of Durex protectives. These increases are listed below and become effective from FRIDAY, 15th OCTOBER 1976.

Maximum Recommended Selling Price (Including VAT at 8%)		Basic Trade Terms
Nu Form	3 pack 27½p	£6.11 per gross
	12 pack 110p	
Fetherlite	3 pack 27½p	£6.11 per gross
	12 pack 110p	
Black Shadow	3 pack 27½p	£6.11 per gross
	Gossamer	
Gossamer	3 pack 24p	£5.33 per gross
	12 pack 96p	
Fiesta	6 pack 60p	£6.67 per gross
Unison	NO CHANGE	NO CHANGE
Dry Durex/ Allergy	3 pack 19½p	£4.33 per gross
Supertrans	3 pack 21p	£4.67 per gross
Atlas	12 pack 85p	£4.72 per gross
Transyl	12 pack 64p	£3.56 per gross
Fourex	3 pack 180p	£0.83 per 3 pack

Please may we remind you that the Office of Fair Trading ruled in December 1975, that it is a condition of sale, that Durex protectives must never be retailed at prices in excess of the maximum retail prices shown on the price list. In addition, please could you take note of the following:—

1. Stock purchased at pre-increase prices must be retailed to the public at prices not exceeding our previous maximum recommended prices.
2. Whilst stock purchased at the new prices must not be sold at prices exceeding that of our recommended prices, you may, if you wish, sell them at prices below the recommended prices.
3. All orders will be charged out at prices ruling on the date of despatch of goods.

The price increases we are now implementing have been agreed with the Office of Fair Trading.

To martyrdom via self-immolation?

The recent Pulse article by Dr B. D. Morgan Williams, (C&D, October 2, p413) has caused a storm of protest in pharmacy over the suggestion that all doctors should be paid to dispense, and employ pharmacists to do the dispensing. Here Mr N. Baumber, a member of the Pharmaceutical Society's Council, weighs the doctor's arguments.

The veneer of medical practice as it wrinkles under the heat of contemporary politics is scrutinised to the depths of its philosophical foundations by *Pulse* with a probing combination of investigative journalism and stimulating commentaries. In its recent columns, and showing great concern for the national illness of public sector over-spending, Dr B. D. Morgan Williams has made his contribution to the debate by particularising about doctors' prescribing costs.

There is no simple solution to cutting costs, only the major surgery of reorganisation—a controversial operation. Dr Williams suggests that every doctor in the country should become a dispensing doctor, improve his premises and suitably equip it with stock and accompanying pharmacist to the tune of “a few hundred pounds” and “an improvement grant”. The key to his financial strategy is admirable because it depends upon making doctors keenly aware of the costs of the drugs they prescribe. However, his method is a little unorthodox for he proposes that all their costs should come out of an annual (un-taxed?) capitation fee of £6.50 per patient. For 2,500 patients this sum would amount to £16,250. Any funds remaining obtained by thrift or joining forces with other doctors he would like to regard as profit. This works out on a par with the cost of providing the pharmaceutical service we already run, but introduces a new element of profit-motivated incentive into doctors' prescribing habits to reduce costs.

'1984' image

At a glance, Dr Williams' scheme looks remarkably like the 1984 image we fear arising from a health centre dominated future. No community retail pharmacies, huge and isolated conglomerate medical practices, all achieved by an insidious extension of dispensing doctor practice, but which would in all probability retain the double standard which allows the employment of non-pharmacist dispensing staff to make the nightmare complete.

And yet, Dr Williams foresees sufficient attraction in the scheme for retail pharmacists who would “no doubt . . . prove willing to be bought out”. Well, I suppose there could possibly be compensations in the new job. I would at last be salaried for the whole time I was not dispensing, although I don't think the government need have gone to the length of buying my pharmacy to do me justice. I might even need only to work for actual surgery hours, leaving me much of the day free to ponder why it was that when last year's



Mr Baumber

profit neatly vanished onto the shelves in an attempt to finance this year's inflating stock costs, the government should have been kind enough to relieve me of the burden. After all, they would have to find money for stock for which they normally take two and a half months credit.

I don't mind the occasional totalitarian “red herring” being drawn across the trail, but in this case the man pulling the string is an elected member of the British Medical Association rural practices sub-committee. Red herring? Yes, because the best opportunity open to all general practitioners at the moment is the cost-rent scheme for building their own purpose-built premises from the funds of the General Practice Finance Corporation. The equivalent of his astounding act would be for me to suggest the eminently practicable but ethically unthinkable, namely that doctors should come to work for pharmacists. In any industry the consultant suggesting the right product for the consumer is an employee of the supplier. I am sure we could cut the costs of the medical service severely and improve the service to our customers at no expense to the government. What marvellous health centres we would make, and much better sited too because our sites have evolved from convenience to the public.

So short a time after NHS and local government reorganisation, while we are feeling the sapping effects of a swollen bureaucracy, the frustrations of dwindling service and the paralysis of intelligent analysis through the dislocation of statistical systems, Dr Williams will find his own colleagues hard to convince.

Pharmacy copes with nine times the

number of cases seen by the general practitioner. For years the retail pharmacy has subsidised the NHS. The dispensing doctor, however, has shown that the small high cost pack pulls in the profit. Surely Dr Williams' colleagues would demur from giving up the staunch principle of freedom to prescribe for the needs of their patients, to the new principle of worrying first about cost and profit before considering which treatment to use?

So what is the method behind Dr Morgan Williams' madness? What manoeuvre goes on behind the smokescreen? What prompts him to herald the salvation of the Department of Health and Treasury by championing a cause carried on by a vestigial 5 per cent of doctors?

The message he tries to put across contains a few home-truths for doctors. They *could* think twice about the relative values of their drug treatments. Instructions *should* be given verbally by the doctor as well as clearly on the prescription so that patients do understand their responsibility to the drug regimen. Roughly 60 per cent of prescription items do not carry any instruction from the general practitioner at all, while 50 per cent of verbal instructions are forgotten by the patient who must then rely on the pharmacists' directions. Pharmacists *do* stock all the drugs a doctor could want. The NHS was *founded* on the basis that doctors would prescribe and pharmacists dispense.

Dr Williams does not understand pharmacy or pharmacists, which is where he falls short with his advice. While some pharmacists do keep patient records, it is the doctor's duty to his patient and the practice of medicine to keep his own cards up to date and make sure that the treatment he prescribes is being followed by the patient. Drugs are already available for a patient within a few minutes of the prescription being written. Because he has a choice of pharmacy to go to he can avoid the inevitable bottleneck of the solitary dispensary in the surgery.

Pressure for extension of dispensing

But that is not the whole reason for his article. He is pressurising his own “green belt” general practitioners into thinking of extending the “rights” of the dispensing doctor, which could cause a breach of the standstill. Indeed, before the “moratorium” was announced last year many suburban general practitioners were thinking seriously of starting to dispense. The idea also gives support to the socialist dream of the health centre millenium. It stirs the desire for the long quiescent master and servant relationship. Most of all it belittles the contribution to society made by retail pharmacy. It could be the opening gambit of the battle to follow a breakdown of the negotiations in the Clothier Committee. Local Pharmaceutical Committees will begin to take a hard line against the encroachment of dispensing doctors on the rural pharmaceutical service. In any other context Dr Morgan Williams has no political credibility left.

The smoke may be rising from the funeral pyre of Dr Williams who, whilst claiming martyrdom, may have committed political suicide, for his heresy is hardly worth either profession holding an inquisition and immortality is not gained by self-immolation.



THE PRICE IS HEALTHY TOO

C-Vit, the blackcurrant health drink, can offer your customers as much vitamin C as other similar products, but at a competitive price.

A fact that will not escape those customers who see our forthcoming poster advertising.

So as you know—and they know—what good value C-Vit is, doesn't it make sense to stock it?

C-Vit, in 12oz. or 18oz. bottles, is obtainable from your local wholesaler or branch of Corona Soft Drinks.

New products and packs

Surgical Plastic bedpan

The biggest advance in bedpans for well over 40 years is claimed by Saffron, with the introduction of their new plastic model (£3.80). The pan has a double wall so that, while retaining the original seat pattern, there is no hidden area and soil traps are eliminated. The surface is said to be smoother than that of other plastic bedpans as a further aid to thorough cleansing and the capacity is slightly greater than that of disposable types. The base has been designed to give improved stability (Saffron, 5 Rowlands Road, Worthing, West Sussex BN11 3JJ).

Babycare Savlon foam bath

A cleansing foam bath has been added to the Savlon baby care range. The makers say that because there is no need to soap baby before the bath, there is no risk of him catching cold or of an accident when transferring him into the bath. The baby bath will also keep hair and scalp clean so that shampooing is necessary only once or twice a week. The cleansing agent is said to be non-stinging and non-drying.

Formulated by ICI, Savlon baby bath has been extensively tested in hospitals and clinics before introduction. Available in 210ml plastic dispenser bottle (£0.62) with an introductory trade price to allow sales at £0.52 (Goya International Ltd, Badminton Court, Amersham, Bucks).

Long-lasting pants

Superlife baby pants are being added to the Helena range. They are lightweight and soft but made to resist tearing in normal use. Two types, made from nylon and trimmed with nylon tape, are available in three sizes packed six per size—pull-on (£0.59) and popper pants (£0.69) for use with disposables or over towelling nappies. As part of the initial launch a merchandising unit for 36 pants is available free (Hellane Manufacturing Ltd, 29 Oxford Street, London W1R 1RE).

Cosmetics and toiletries

Miranda moisturised bath foam

Nivea Toiletries have launched a new development into the bath additive market in the Yorkshire television region. Miranda, a moisturised bath foam (245cc, £0.56; 490cc, £1.00), is the result of extensive research into a market that is said to have increased by over 60 per cent since 1972. Three variants cater for different skin types—normal, dry, and normal to greasy—each containing moisturising agents to counteract the drying effects of the detergent. A television campaign begins on October 25 in the test region and runs for five weeks (Nivea Toiletries Ltd, Hook Rise South, Surbiton, Surrey KT6 7LU).



Fruit conditioner range

A £300,000 television and radio campaign for Alberto VO5 fruit shampoos and new fruit conditioners starts nationally on October 29. Wild red apple variant for normal hair, wild green lime for greasy and honeydew melon for dry hair are available in the conditioner range (90cc, £0.45), with a special introductory price of £0.29 until November 26. Two new variants—alpine strawberry for dull, brittle hair and orchard apricot for lifeless, unmanageable hair (90cc, £0.26; 155cc, £0.38; 290cc, £0.66)—are being added to the fruit shampoo range (Alberto Cuiver Co, 44 Newington Causeway, London).

Products for African hair

Madam Youngs hair and scalp treatment (50cc, £1.40; 100cc, £2.40; 150cc, £3.40) has been formulated specially for West Indian and African hair. Massaging the liquid into the scalp nightly is claimed to help prevent the hair from breaking. A hairdressing conditioner (120g, £0.90; 250g, £1.50) gives hair a sheen while assisting manageability and a shampoo (125cc, £0.75) is also available (Barry Mero Ltd, 46 Ridley Road, Dalston, London E8).

Sundries

Lens tissues

Rizla are launching Gleam, a silicone-impregnated lens cleaning tissue, in a booklet containing 36 leaves (£0.10). Gleam is said to be suitable for most types of lens and, while produced ostensibly for the spectacle wearer other possible users include laboratory technicians and industry generally. Measuring 4 x 1½ in, the booklet slips easily into pocket or handbag (Rizla Ltd, Severn Road, Treforest Industrial Estate, Pontypridd, Glam).



Prescription specialities

TRIOCOS syrup

Manufacturer Wander Pharmaceuticals, division of Sandoz Products Ltd, PO Horsforth box 4, Calverley Lane, Horsforth, Leeds LS18 4RP

Description Bright yellow citrus-flavoured syrup, each 5ml containing pholcodine 5mg, pseudophedrine hydrochloride 20mg, chlorpheniramine maleate 2mg, glycerol 600mg, menthol 800mcg, syrup 5.25g

Indications Relief of cough, particularly when associated with congestion of nasal and bronchial mucous membranes

Contraindications Patients being treated with monoamine oxidase inhibitors or antihypertensives

Dosage *Adults*—10 to 15ml every six hours as required. *Children, 6 to 12 years*—5 to 10ml every six hours as required. *2 to 6 years*—2.5 to 5ml every six hours as required

Precautions Care in hypertension, heart failure, incipient or established urinary retention, patients receiving beta-blockers. Advise patients not to take charge of vehicles or machinery where loss of attention may lead to accidents. Care with antihistamines in epilepsy as convulsions may be precipitated especially in children

Side effects Drowsiness, nausea, vomiting, headache, blurred vision, anorexia and dryness of the mouth

Dispensing diluent Syrup BP. Diluted syrup should be used within 14 days

Packs 100ml (£0.44 trade, £0.66 retail) and 1l (£3.04)

Supply restrictions P1

Issued October 1976

Trade News

'Auction' prizes for Foster Grant retailers

A "77 auction competition" for independent retailers, with 77 prizes worth a total of £8,000, has been announced by Wilkinson Sword this week as part of their 1977 plans for Foster Grant sunglasses. The competition, which runs until March 31, 1977, offers prize "lots" ranging from holidays, freezers and television sets to home and garden tools and a "mystery box". During this period retailers collect "bid units" depending on the number of Foster Grant sunglass and Wilkinson Sword blade and razor products they buy. From March 31 to April 29 they can then "bid" their units for as many of the prize lots as they like, estimating the number of units necessary for each prize.

The "value" of each lot has already been decided and a list deposited in a bank vault; winners will be those bidding the right or closest number of units for each lot. In the case of a tie the first bid opened will be judged the winner.

Mr Graham Elson, senior product manager, says the smaller outlets placing several small orders for different products can collect just as many units as the larger retailer buying a big Foster Grant parcel. Initial participation will be based on buying Foster Grant sunglasses, but after that the collection of units can be built up through razor blade product orders. Full details from Wilkinson Sword Ltd, Sword House, Totteridge Road, High Wycombe, Bucks HP13 6EJ.

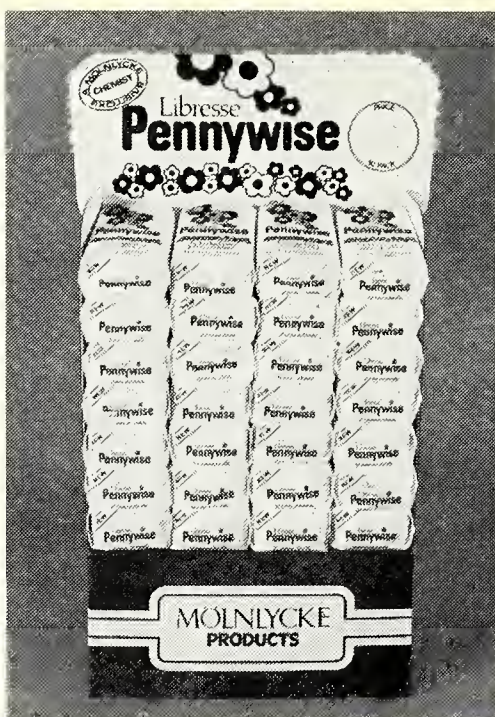
Repeat purchase coupon on Sylphs

Kimberly-Clark Ltd, Larkfield, Maidstone, Kent, are promoting Kotex Sylphs during October and early November with a £0.10 repeat purchase coupon redeemable against the customer's next purchase. Both Kotex Simplicity and Sylphs are currently being backed by a new advertising campaign in *Woman's Own*, *Woman's Realm*, *My Weekly*, *Living*, *Good Housekeeping*, *Cosmopolitan*, *True Story*, *True Romances*, *19*, *Pink*, *Honey*, *Look Now*, *True Magazine*, *Jackie*, *Love Affair*, *Fab 208*, *Mirabelle*, *Mates*, *OK*, and *Oh Boy!*

£100,000 Tom Caxton campaign

Some £100,000 is to be spent in a pre-Christmas television advertising campaign for the Tom Caxton home brew brand by Reckitt & Colman food division, Carrow, Norwich. With around 40 per cent share of the £6m home-brew beer market, Tom Caxton is also planning major above and below-the-line support for the brand in 1977 as well as the television campaign showing for three weeks from November 1.

The moves follow a time of limited advertising expenditure for Tom Caxton in the wake of the economic recession which halted market growth in 1974. However, Tom Caxton's sales are currently 70



Libresse Pennywise, the budget flushaway towel launched on an exclusive chemists-only basis a month ago, has proved "a runaway best seller," say Mölnlycke Ltd, Harpenden, Herts, who offer this dump bin, holding 28 packs, for display.

per cent up on 1975, and the makers are providing bigger backing for what they believe to be a period of major growth for the brand.

DJ in Ronson shaver campaign

Disc jockey Noel Edmonds is the star of a seven-week Press advertising campaign for shavers to be run by Ronson Products Ltd, Randalls Road, Leatherhead, Surrey, from November to Christmas.

In whole pages in national papers—*Sun*, *Daily Mail*, *Sunday Telegraph Magazine*, *TV Times* and *Radio Times*—Noel Edmonds stresses the convenience and efficiency of Ronson rechargeable shavers and the comfort of the stainless steel foil head shaving system. Solus positions will also be used in *News of the World* and media in Scotland.

Philips autumn campaign

Philips Electrical Ltd, Century House, Shaftesbury Avenue, London WC2, plan their heaviest expenditure yet on a pre-Christmas Press and television campaign for small electrical products. Breaking next Monday, the campaign continues until Christmas and will centre on the Philishave, Ladyshave and Home Trim. The first stage of a national Press campaign for the Infraphil health lamp will include advertisements in *Daily Express*, *Daily Mirror*, *Sun*, *Sunday People*, *Daily Record* and *Belfast Telegraph* from November 8.

The Philishave advertising will be networked nationally with a total of 520 spots, using a new 30-second commercial in the eight-week campaign; a total of 100, 30-second commercials will feature the Ladyshave in London, Midlands, South and South West television areas during a five-week campaign beginning November 15; and a four-week campaign in London, Lancashire, Trident and Midlands regions from November 8 will feature the Home Trim using a total of 80 spots.

Shulton products on television

A national television campaign (cost £½ million) is planned for Old Spice between November 8 and December 23. Full page colour advertising for Christmas gifts is appearing in *Woman*, *Woman's Own*, *Woman's Realm*, *Woman's Weekly* and *TV Times*. Shulton (Great Britain) Ltd, Trevor House, 100 Brompton Road, London SW3 1EW, will also be spending £300,000 on national television advertising for Blue Stratos from November 29 until December 23.

J & J sponsor teaching aid

Johnson & Johnson Ltd, Slough, Berks, in association with the General Dental Council, have sponsored a dental health education kit aimed at providing an effective teaching programme for health visitors, health education officers and others concerned in promoting education in dental hygiene. The kit, which costs £3.78, is to be launched at the Health Visitors' Conference next week in Brighton.

Family Doctor on colds

"Cough, colds and flu", the latest Family Doctor booklet (£0.25), describes the causes and gives advice on the treatment of these conditions, recommending aspirin or paracetamol, with menthol or friar's balsam as an inhalation and, for coughs, "a simple linctus from the chemist". Available from Family Doctor Publications, 47 Chalton Street, London NW1 1HT, or (for members) through the National Pharmaceutical Union.

Continued on p521

on TV next week

Ln—London; M—Midlands; Lc—Lancashire; Y—Yorkshire; Sc—Scotland; WW—Wales and West; So—South; NE—North-east; A—Anglia; U—Ulster; We—Westward; B—Border; G—Grampian; E—Eireann; CI—Channel Island

Alberto Balsam conditioner: All except U, E

Alberto Balsam shampoo: All except U, E

Alberto VO5 conditioner: All except U, E

Amber: All except E

Aquafresh: All except We, E, CI

Askit powders: Sc, G

Atrixo: All except E

Bic razors: All except E

Braun: All except E

Crest toothpaste: Sc, WW, So, A, U, We, CI

Denclen: Lc, Y, NE

Farley's rusks: All areas

Gumtion liquid: Lc, Y, Sc, NE, B, G

Hedex: All areas

Homefresh: Ln, So

Lucozade: All except E

Macleans: Y, NE

Oil of Ulay: All areas

Philishave: All except E

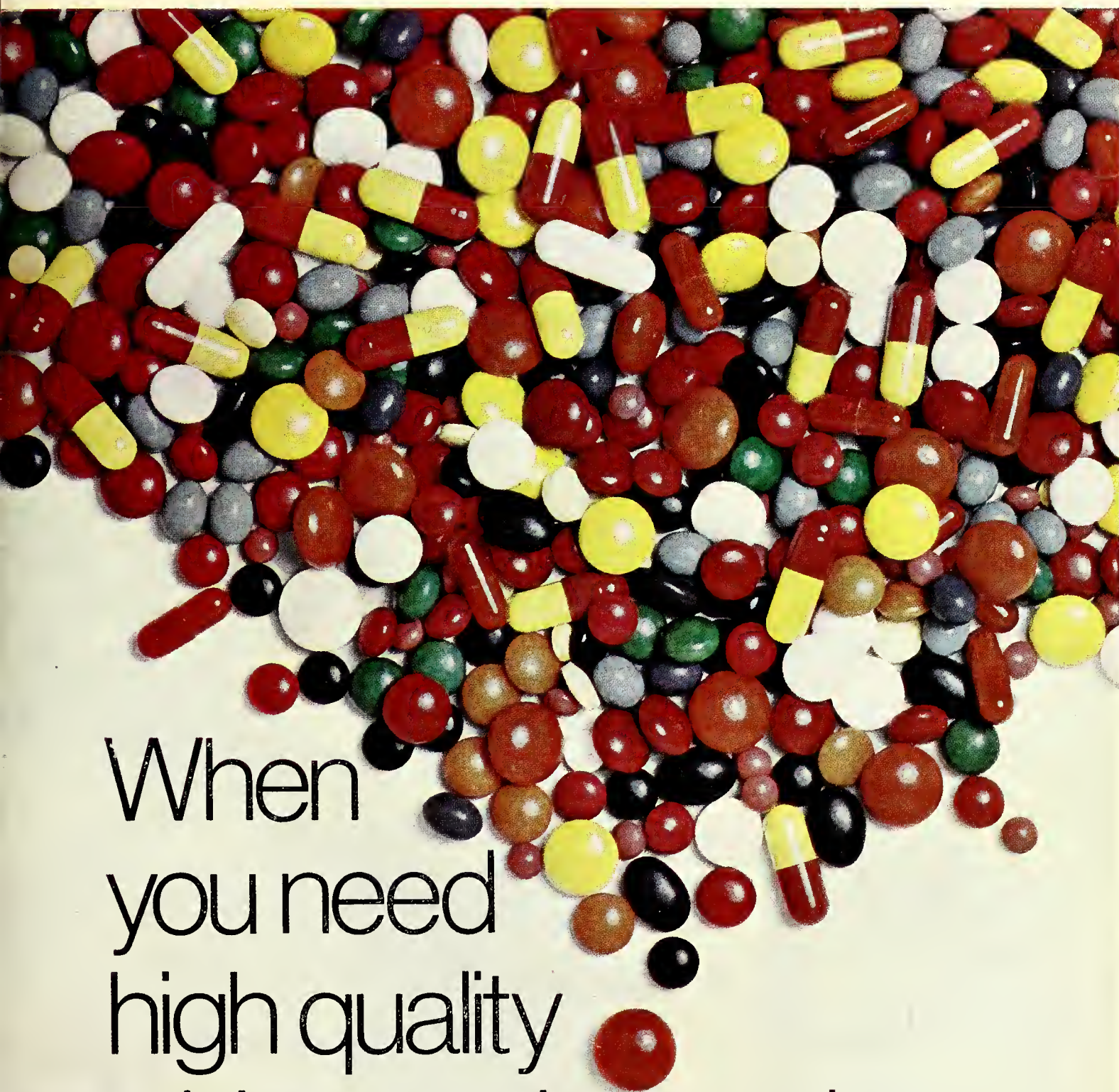
Recital: All areas

Sweetex: WW, We

Tabu: M, Y, NE

Vu: Ln, M

Zendiq: All areas



When
you need
high quality
tablets and capsules...

we're in business

 **seward** pharmaceutical

Seward Pharmaceutical, Imberhorne Lane, East Grinstead, Sussex, England RH19 1QX
A member of the Medical Division of UAC International

Telephone our Sales Department on East Grinstead (0342) 21436/9

There's probably only room for one hair care stand in your shop.

Make sure it's the right one.

When space is limited, as it is in most chemists' shops, you have to make the best possible use of it.

So when it comes to stocking a hair care display stand, it makes sense to stock the one that gives you the fastest turnover in the least space. And your customer the widest choice.

The Lady Jayne stand stocks over £300 worth of goods at R.S.P. in only 2.5 square feet of floor space.

And those goods are eighty of the fastest moving lines from Lady Jayne – the brand leader in home hair care products.



To get your Lady Jayne display stand, contact your nearest Franchised Dealer now.

He'll tell you how to get your share of this multi-million pound market.

LADY JAYNE

Lady Jayne Hair Care products from
Laughton & Sons Limited,



England & Wales:

D.J. Britton (Bristol) Ltd.,
8 Roman Road, Easton, Bristol BS5 6DH.
C. R. Crosskill & Sons Ltd.,
Calvert Works, Norwich, Norfolk NOR 79K.
C.W.S. Limited,
Handforth Road, Handforth, Wilmslow,
Cheshire.

E. Davids & Co. Ltd.,
378 Essex Road, London N1.
Estchem Wholesale Supplies,
95/97 Northmoor Road, Manchester 12.

Havards of Skegness,
160/164 Drummond Road, Skegness,
Lincs. PE25 3NS.

Macton (South Wales) Ltd.,
Unit No. 8, Glanylln Sq, Taffs Well, Cardiff.

George Mitchell & Co. Ltd.,
80 Elswick Rd, Newcastle-On-Tyne NE4 6JJ.

East Midland Toiletries Ltd.,
8/10 Easthorpe Street, Ruddington, Notts.

Murrays,
Speedwell Close, Chandlers Ford Ind. Estate,
Eastleigh, Hants. SO5 3YN.

Dennis E. Riches,
29/31 Malvern Road, Hornchurch, Essex.

Rotherham & Company,
214 Alcester Road South,
Kings Heath, Birmingham 14.

Sherlock Bros. Ltd.,
355/357 City Road, London EC1.

A.L. Simpkin & Co. Ltd.,
3 Hunter Rd, Hillsborough, Sheffield S6 4LD.

Supervite (London) Ltd.,
Second Floor, Unit 5,
25 Lattimore Road, St. Albans, Herts.

Unichem Limited,
Crown House, Morden, Surrey.

Vernon Powell Limited,
Verona House, 54 Selsdon Road,
South Croydon, Surrey.

Wains of Tunbridge Wells,
Culverden Square, St. Johns, Tunbridge Wells,
Kent.

Western Trading Co.,
32A Allenbank Crescent,
Off Whitchurch Road, Cardiff.
Williamson & Co. (Cornwall) Ltd.,
Redruth, Cornwall.

Scotland:

Aberdeen Chemists Sundries,
17 St. Nicholas Street, Aberdeen.

Wm. Davidson Limited,
West Tullos Ind. Estate, Aberdeen AB9 8BE.

Fernan (Sundries) Limited,
Springer Estate, Cunningham Rd, Stirling.

Jan-Kraft,
87 Candleriggs, Glasgow C1.

Wm. Knotts (Ayr) Ltd.,
1 Carrick Road, Ayr.

Hugh Reynolds (Chemist Sundries) Ltd.,
10 Whitehouse Loan, Edinburgh EH9 1AX.

Northern Ireland:

S. Haydock Limited,
Jennymount Estate,
19/25 North Derby Street,
York Road, Belfast BT15 3HR.

D. L. Kirkpatrick & Son Ltd.,
246B Newtownards Road, Belfast 5.

H. Mitchell & Co. Ltd.,
Boucher Road, Belfast.

Trade News

Continued from p518

Calibré advertising plans

Over £50,000 is to be spent next year advertising Calibré, the new fragrance created especially for 15-24 year olds by Calin Beauty Products Ltd, 4 Holywell Road, Watford, Herts. Calibré has "flowery aldehydes, a new rose note" and a "mossy base" (spray parfum 10ml, £2.95; Cologne spray—1oz, £1.65; 2oz, £2.40; 3oz, £3.15). Advertising is appearing in *Cosmopolitan*, *Honey*, 19, *Look Now*, *Over 21*, and pre-Christmas issues of *Vogue* and *She*. The same media, plus commercial radio, will be used in 1977.

Throaties in cartons

Throaties, marketed by Arcadian Confections Ltd, Crediton, Devon, are now being packed in Cektainers with a resealable foil lining (£0.15), as well as the original sachet bags. A counter display unit is available for the new packs.

Arden colour additions

Field heather and undeniably pink are new Flawless Finish sponge-on cheek colours from Elizabeth Arden Ltd, 20 New Bond Street, London W1A 2AE. Winter rose, bilberry, silver straw, crushed violet are being added to the salon formula nail lacquer range.

Leaflets on container range

A series of 19 leaflets on their range of standard plastic bottles and containers has been published by Bakelite Xylonite Ltd, Casceloid division, Abbey Lane, Leicester. The company's range of products includes pharmaceutical rounds and ovals, 12oz toiletry bottles and roll-on and wide-necked jars.

Us goes dancing

A promotion for Us shampoo is taking place in 20 Mecca dance halls until October 23, with sachet sampling, competitions, free Us T-shirts and showings of the shampoo commercial. Johnson Wax Ltd, personal care division, Frimley Green, Camberley, Surrey, are displaying a six foot model of a shampoo bottle in the foyer of each dance hall and banners outside are publicising the promotion.

Trimster Christmas feeders

All outlets ordering over £50 worth of stock from Trimster Co Ltd, Portland Road, Dorking, Surrey RH4 1EW, in October or November are being offered a Christmas header card which can fit on the top of the Trimster display stand or can be used in any seasonal window display. These customers may also buy a limited quantity of specially designed Christmas feeders (£0.42) which have three alternative Christmas scenes on them—a snowman, a red-nosed reindeer or Santa Claus.



Factor men's range offer

For a limited period, Max Factor Ltd, 16 Old Bond Street, London W1X 4BP, are making their four Factor men's fragrances in aftershave and Cologne available in special 135-ml bottles at 15p less than the recommended prices. The special packs are for sale from December.

Bickiepegs prices incorrect

Bickiepegs Ltd, 43 Jopp's Lane, John Street, Aberdeen, regret that incorrect trade prices were included in their advertisement in *C&D's* Babycare section last week (p478). As shown in the current *C&D* Price List, Bickiepegs are £1.89 per dozen packets and Doidy cups are £2.88 per dozen.

Daffodil gambles with Ladbroke's

Some 5m packs of Daffodil toilet tissue will feature a half-price entry opportunity for Ladbroke's Jackpot Spotball competition in the latest promotion by MoDo Consumer Products Ltd, Modo House, Chichester Street, Chester.

The third major promotion this year on Daffodil, the offer will enable toilet roll purchasers to save from £0.15 to £0.50 on their entry stake on the Spotball contest, which is seen in many national and Sunday newspapers and offers more than £33,000 in prize money. Daffodil is supporting the promotion with point of sale material, together with advertising in Ladbroke's entry forms in the trade Press, and a trade Spotball competition.

Top Cats calendar

A national on-pack Top Cats calendar offer is being introduced by Spillers Ltd, Old Change House, Cannon Street, London EC4M 6BX. For £0.45 and two Top Cat labels, consumers can obtain the 1977 calendar featuring six of Britain's leading cat breeds, photographed by Anne Cumbers and described by Grace Pond. The promotion will be supported in store by specially flashed Top Cat can labels and shelf card calendar display material.

Radio campaign for CR1

Over 5 million adults in the Greater London area are expected to hear radio commercials for Sorex CR1 mouse bait each week for the next month. Sorex (London) Ltd, Fulton House, Empire Way, Wembley, Middlesex HA9 0LX, have

booked eleven 30-second spots daily on Capital Radio and LBC beginning October 14—making a total of 165 commercials, backed by national advertising in the *Sun*, *Sunday People* and *News of the World*.

The company claims the campaign is the biggest-ever in the London area for any rodenticide.

'Family fortune' phase one

The next Numark national promotion, the first of two during the "family fortune" cash competition, will run from October 18 to November 6 and will include Alberto VO5 shampoo £0.25 (£0.38), Wilkinson double edged blades £0.25 (£0.37), Heinz baby foods £0.07½ (£0.09), £0.08½ (£0.10), £0.11½ (£0.13), Paddi Pads £0.21 (£0.28), £0.60 (£0.79), Radox salts 20 per cent extra free £0.20, £0.30, Harmony hair spray £0.24 (£0.34), £0.35 (£0.48), Kotex Simplicity £0.28 and Sylphs £0.25.

To enter the competition, customers must spend £1 or more in any Numark pharmacy and the purchases must include at least one of the above items, which will be advertised in national and regional Press and in certain areas on television. Local Numark wholesalers offer specially promoted items which vary from franchise to franchise. Further information from Independent Chemists Marketing Ltd, 51 Boreham Road, Warminster, Wilts.

Bonus offers

Jackel and Co Ltd, Kitty Brewster Estate, Blyth, Northumberland. From October 18 until Christmas, 10 per cent discount on 56cc size eau de toilette spray in all fragrances in the Replica range.

Lastonet Products Ltd, Redruth, Cornwall. All lightweight and standard weight elastic stockings and tights, including kneecaps and anklets, 10 per cent discount on 6 to 25 pairs inclusive, 15 per cent on 24 pairs and above.

Consultative meetings arranged by DITB

The Distributive Industry Training Board is inviting levy-payers, trade unionists and educationalists to a series of meetings around the country to discuss the Board's future policies. The next DITB levy/grant scheme will be on the items for discussion, together with individual area plans for next year. There will be 19 meetings, all starting at 10am at the following venues on the dates indicated:

October: 27, Upper reaches Hotel, Abingdon, Oxfordshire.

November: 1, Connaught Rooms, London; 2, Airport Hotel, Gatwick; 3, Polygon Hotel, Southampton; 4, Gloucester Hotel, London SW7; 9, Centre Hotel, Cardiff; 10, Taunton County Hotel, Taunton; 11, Wye Hotel, Ross-on-Wye; 17, Adelphi Hotel, Liverpool; 18, St John's Hotel, Solihull; 23, Suffolk Hotel, Bury St Edmunds; 24, Holiday Inn, Leicester; 30, Clock Restaurant, Welwyn.

December: 1, Royal Chase, Enfield, and Glasgow Centre Hotel; 2, Invercarse Hotel, Dundee; 6, Five Bridges Hotel, Gateshead; 8, Mercury Motor Hotel, Garforth, Yorks; 10, Cresta Court Hotel, Altrincham.

All over the country, people are talking about Hedex.

BIGGEST EVER TV CAMPAIGN FOR HEDEX STARTS OCTOBER 18th.



**"When I get a headache,
I always take Hedex."**



**"They never upset my
stomach."**



**"It's the shape...easy
to swallow."**



**Starting October 18th, housewives
all over the country will be
talking about the benefits of
"Hedex for headaches."**

**Make sure you have enough
Hedex in stock.**

**So you can benefit from
the sales.**

SterlingHealth
Family medicines
your customers
trust.

Norfolk contractors conference

Scheme suggested for planned pharmaceutical service

A scheme for a centrally controlled pharmaceutical service, resulting in an increased volume of dispensing per pharmacy, was outlined by Dr D. H. Maddock, member of the Pharmaceutical Society's Council and vice-chairman, National Pharmaceutical Union, on Sunday.

His ideas for "The future of general practice pharmacy", put to Norfolk area chemist contractors' conference in Norwich, also included a scheme in which dispensing doctors would obtain the medicines they supplied from pharmacies, and he suggested that continuing education, financed by a levy on prescriptions, should become the responsibility of the Pharmaceutical Services Negotiating Committee.

Dr Maddock explained that a planned pharmaceutical service—defined as the supply of medicines and appliances to all members of the community in need, in an equitable and efficient way—could not be interpreted as a protectionist measure for existing pharmacies. The Medicines Act 1968 could be extended to require that the setting up, transfer and closure of a pharmacy should be determined by the needs of the population and of establishments under the jurisdiction of the Department of Health and, where appropriate, the Ministry of Agriculture and Fisheries.

The NHS Reorganisation Act 1973 could be extended to make it unlawful for a pharmacist to sell the goodwill, stocks or chattels of his business without permission of the Minister for Health, with Government compensation for any loss resulting from this control.

Practices committee

Dr Maddock suggested that a Pharmaceutical Practices Committee should be set up to consider applicants wishing to be included on the pharmaceutical list kept by the area health authority. This committee would be able to refuse applications on the grounds that the number of pharmacies in the area concerned was already adequate. There would be a non-pharmacist chairman with legal qualifications and eight other members, seven of whom would be pharmacists—one representing the Society, two representing the Company Chemists Association and Co-operative chemists, three representing the NPU (of whom two must own not more than one pharmacy) together with the chairman of the Pharmaceutical Services Negotiating Committee. The practices committee would be appointed by the Minister after consultation with pharmaceutical organisations. AHAs would have to report to the committee at intervals on the number of pharmacies needed in the area.

Incorporation of pharmacies into health centres could smooth the way for most pharmaceutical services to be provided by

what were euphemistically known as "the managed services", Dr Maddock warned. "The award of differential contracts by the Government to rightly procure dispensing services as cheaply as possible, would then sign the death warrant of the pharmaceutical profession. Those members of our profession, who seem to regard a planned pharmaceutical service as the panacea for pharmacy's ills, should first spell out its full implications. Otherwise they are liable to unleash upon the profession consequences which the present rank and file members do not intend. Planning does not just mean the introduction of legislation to enable the award of NHS contracts to be restricted."

Earlier, Dr Maddock expressed concern over the publicity given to pharmacy closures and the "presumed" subsequent inadequate pharmaceutical services. Reports of hardship resulting from these closures were based on dubious evidence. Dr Maddock described how a couple of collection and delivery services, started in response to vociferous local groups, had been abandoned after a few weeks through lack of demand. Although individual cases of hardship could be proved, a national policy should be based on hard facts which appeared not to have been established.

Why no 'new money'?

Dr Maddock then asked why no "new money" was being sought from the Government for the small pharmacies scheme. "Why should pharmacy volunteer to subsidise a community service?" No pharmacy was overpaid, so redistribution of the global sum could not be justified. If the Government could grant millions of pounds to help people move to new jobs in new areas under the Employment Transfer Scheme, surely PSNC could put forward a similar case for proprietor pharmacists to move to areas deprived of pharmaceutical services.

"Financial incentives could in principle achieve a desired distribution if the payments were large enough, but the income differentials required to achieve this would probably be so great as to be quite unacceptable to the profession and the Government," Dr Maddock continued. When pharmacists chose a place to work allowances would carry less weight than professional and personal considerations such as family ties.

Turning to rural dispensing, Dr Maddock suggested that the sole criterion used in deciding whether doctors should dispense should be whether patients would have serious difficulty in obtaining medicines from a pharmacy. Family Practitioner Committees should establish dispensing committees—chaired by a layman and comprising three doctors, three pharmacists and two lay members—which would

establish the right of a patient to obtain his medicines from a doctor. The doctor concerned would be able only to supply medicines from a specific local pharmacy against a specific patient's prescription. In this way, all medicines would be subject to testing schemes, never again would an unqualified person dispense without supervision of a pharmacist, and arrangements could be made to remunerate equitably both rural pharmacists and doctors.

On pharmacy practice, Dr Maddock suggested that PSNC should commit itself to raising the profession's standards: "We must promote excellence . . . so that we can demand a reward." The training of pharmacists was perhaps too serious to be left to academics alone, who should be prepared to produce a total pharmacist, not just a pharmaceutical scientist. If schools were not prepared to teach management studies, PSNC should insist on these subjects being assessed during the preregistration year. PSNC could also begin negotiating terms whereby the Pharmaceutical Society was able to control the numbers entering the profession.

Continuing education role for PSNC

Another role for PSNC would be to sponsor a college of pharmacy practice. A levy of 0.05p per prescription would produce over £150,000 a year which, with other donations, would be a significant income for a postgraduate education foundation to finance such a college. The aim would be for all practising pharmacists to undertake a course of further education at least once every five years and satisfactory progress would enable them to acquire membership of the college.

All pharmacists could attend a formal part-time course and/or pursue their further education through programmed learning at home with the use of cassettes. Such a scheme would give easy access to mandatory continuing education "which, due to improved efficiency, would be the basis for increased remuneration".

Questioning Dr Maddock's views, Mr Graham Walker, member of the Pharmaceutical Society's Council, asked whether he was advocating abolition of the "one mile limit" rule which had been the "sole saviour" of many pharmacies in Norfolk and adjoining counties. Dr Maddock replied that a comprehensive pharmaceutical service could never be provided so a compromise must be made—his suggestion for doctors to distribute medicines dispensed by pharmacists was a step forward. Mr Walker suggested it was "pie in the sky" to expect the Government to pay twice for the same job, but Mr Maddock said fees could be split. Pharmacists would at least get some remuneration from the scheme whereas at present they got nothing when doctors dispensed medicines themselves.

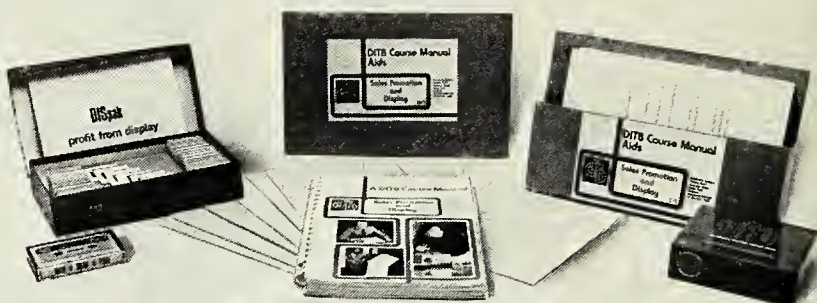
Mr R. T. Coghlan, member Norfolk ACCC, presented his committee's views on the future role of general practice pharmacy in Norfolk, where there were 99 pharmacies and 665,007 patients of which almost a third had their prescriptions dispensed by doctors. It was felt that the provision of pharmaceutical services should

“Buy now



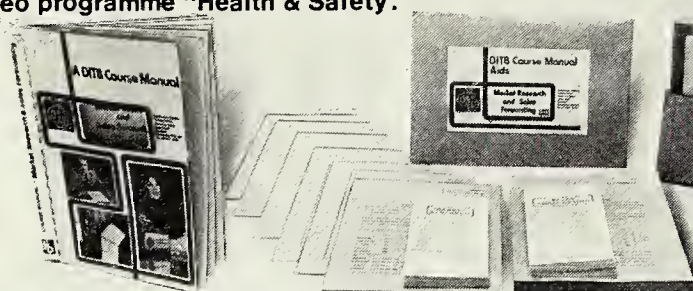
HEALTH & SAFETY

“Don’t Forget HASAWA” booklet (35p). Slides “Hidden Dangers” with script (£15 plus VAT) – or hire (£5 plus VAT). Video programme “Health & Safety”.



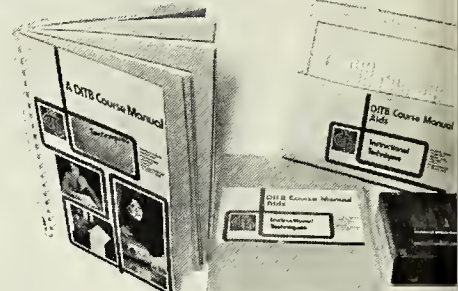
SALES PROMOTION AND DISPLAY TRAINING

Instructor’s course manual (£5) Course handouts (£2.50) Slide Talk “Dispak” (£ plus VAT) or hire (£7 plus VAT). Video programme “Blowing your own Trumpet” pros and cons of different forms of advertising.



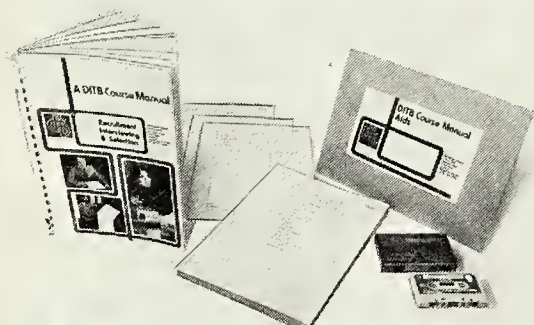
MARKET RESEARCH & SALES FORECASTING

Instructor’s Course Manual (£5). Course handouts (£2.50) Video programme “The Crystal Ball” to introduce smaller retailers to elements of sales forecasting.



INSTRUCTIONAL TECHNIQUES

Instructor’s course manual (£5) Handouts (£2.50) Video programme on visual aids entitled “Putting it Across”.



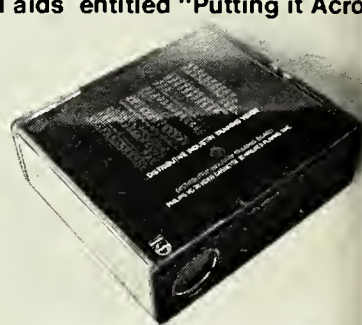
RECRUITMENT, INTERVIEWING AND SELECTION

Instructor’s course manual (£5). Course handouts (£2.50). Audio cassette (£2.50 plus VAT).



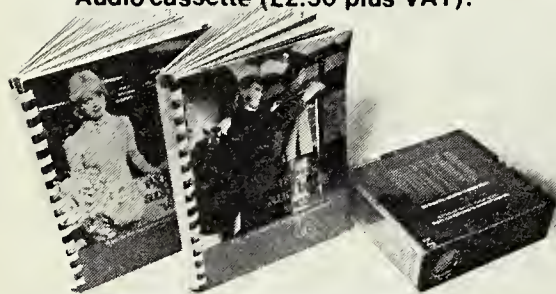
MANAGEMENT TRAINING

“Managers to Measure” (35p) a book of recommendations for management training. “Coaching for Management”, a pocket leaflet (5p).



TELEPHONE ECONOMIES

“Seconds Count” a video programme encourage economic use of the telephone.



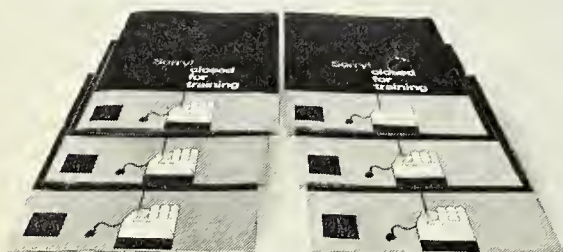
PRODUCT KNOWLEDGE

“Men’s and Boys’ Wear” and “Women’s and Girls’ Wear” (£1 each) notes for sales staff and students. A video programme “Standard Questions” deals with the Kitemark scheme.



CAREERS

“Stepping out in Distribution” a range of careers information leaflets covering the main branches of the industry (5p each). “The Graduate in Distribution” a care booklet for polytechnic and university students (15p). “Courses in Distribution” a booklet detailing all courses relevant to the industry (65p). “The Young Manager” and “Going our Way” two 16mm careers films also available on cassette.



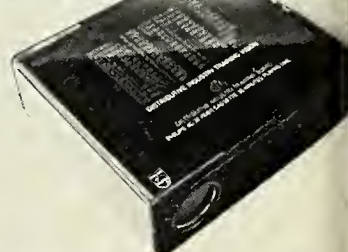
HALF-HOUR TRAINING

“Sorry Closed for Training”, a booklet on providing short training sessions for staff (5p).



SMALL BUSINESS

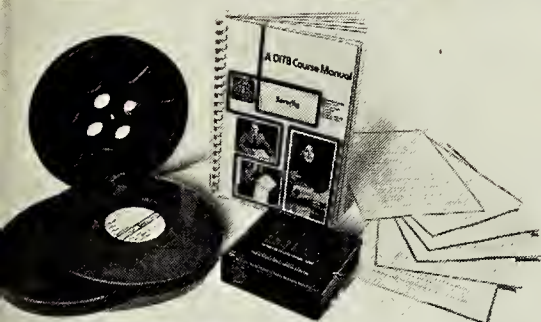
“Mind Your Own Business” a useful handbook for the management of a small business (70p).



IMPROVING COMMUNICATIONS

“Using Words” a cartoon video programme about written communications.

pay later."



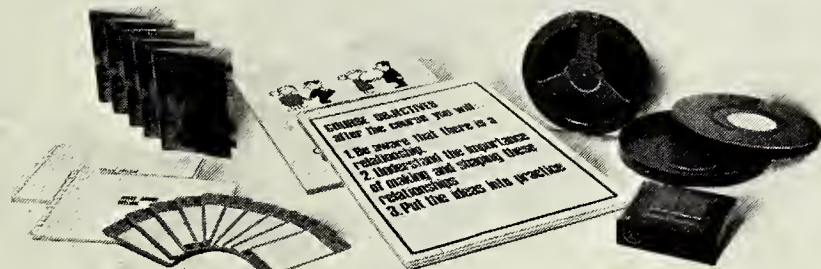
SECURITY

Instructor's course manual (£5)
Course handouts (£2.50) "Help Yourself"
16mm colour film or video cassette.



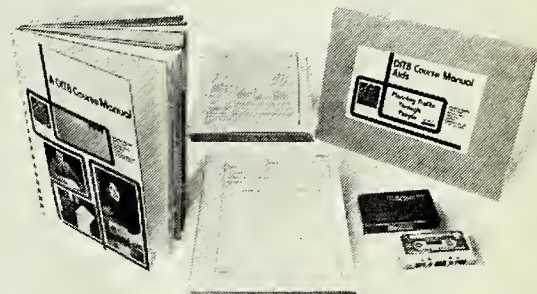
METRICATION

Booklet "The Metric Shop" (75p) Slide/Talk "Metpak" with cassette or
reel (£16 plus VAT). Course manual (£2.50) 16mm film "Measure for
Measure", also on video cassette.



SALES TRAINING

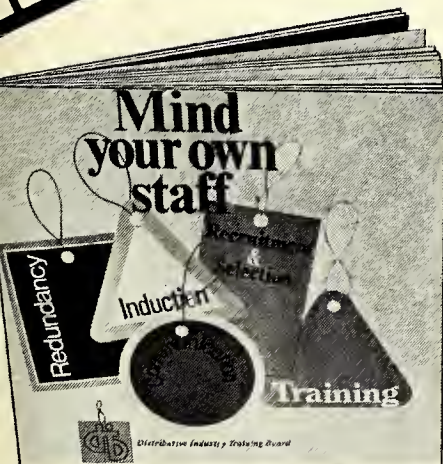
Two course manuals "What About Selling & More About Selling" (£5 each).
Flip charts or OHPs for use with manuals (£7 plus VAT). Exercise stationery and
reminder cards (50p plus VAT). Training recommendations book
"Face to Face" (20p). 16mm colour film or video programme "Sit in on Selling"



PLANNING PROFITS

Instructor's course manual (£5).
Course handouts (£2.50).
Audio cassette (£2.50 plus VAT).

NEW!



Mind your own staff

This new publication is designed to help
employers in the vital area of labour
relations. It deals with policies and
practices for developing and maintaining
good working relationships and includes
legal notes where appropriate.
Employers will receive a free copy of
this book which is now available generally
at 85p per single copy or 70p for orders
of 20 copies or more.

In addition to its wide range of publications and
training course manuals, the DITB produces films and video
programmes on a variety of training topics.

Programmes which are available on Philips or
Sony U-matic cassettes can be purchased (£30 plus VAT)
or hired from the Board's Film and Video Library
(£3 plus VAT). Films cost £90 (plus VAT) to buy or
£5 (plus VAT) to hire.

To purchase publications, films, video programmes
etc complete and return the form below to Information
Department, DITB, MacLaren House,
Talbot Road, Stretford, Manchester M32 0FP.
All orders for less than £5 must be
accompanied by cheque or postal order.

You know training pays



I wish to order _____

_____ and enclose £ _____

Name (Block letters) _____

Company _____

Address _____

Distributive Industry Training Board





A.S.P makes sure your money goes up in anti-smoking.

Double your money and earn up to £195.36 total profit with ASP's great new 'Clean Up' offer!

You just stock up with fast-selling ASP — the safe, immediately effective anti-smoking product. Minimum order only 1 dozen.

We give you up to 16 dozen top quality 'Solo' brand tooth-brushes. Absolutely free. Individually boxed, in Regular, Smokers, Soft-and-Hard grades and family packs. For you to sell at retail prices.

We support you with new dominating advertising. To be seen by over 20 million people. In national and regional newspapers including The Sun and Daily Mirror. Plus new hard selling display material. And our unique free sampling demonstrations on request (subject to a minimum order).

Don't miss this big chance to 'clean up' with ASP.

Get full details from your ASP representative. Or contact us direct. Now!

Empress Marketing Ltd.,
PO Box 277, Robin Hood Lane, Hall Green,
Birmingham. 021-744-6681

Devoncare Ltd.,
99 Robin Hood Lane, Hall Green,
Birmingham 021-744 6681

A.S.P

Manufactured only by
Antobond Ltd. Leeds

Norfolk conference

Future of gp pharmacy

Continued from p523

remain the main role, with particular emphasis on the part to be played in advising on minor illnesses.

The pharmacy course must include clinical subjects and there should be access to post graduate education in clinical sciences. A wider range of drugs could be made available for the pharmacist to counter-prescribe, possibly only to patients registered with him, a scheme which could contribute in a major way to viability and to professional satisfaction.

The committee felt that without an adequate network of viable pharmacies there would be no future for general practice pharmacy at all. In this respect the small pharmacies scheme should help. Mr Coghlan's personal opinion was that part-time or even mobile pharmacies could play an important part in providing an adequate pharmaceutical service.

The committee also felt there was a case for some form of planning, mainly by limitations of contracts in a similar way to that operated by the medical profession. Not enough attention had been paid to the siting of health centres—they should be built near shopping centres and public transport and hence in places where pharmacies already existed.

On rural dispensing, the committee felt the criteria for doctor dispensing should be based on the distance between the doctor's surgery and the pharmacy, not between the patient's home and the pharmacy. Mr Coghlan believed that the public should be made more aware of the threat presented to community pharmacy by health centres and doctor dispensing.

Payment discussions

Mr J. Charlton, secretary, PSNC, described proposals for the new basis of NHS payment, to be discussed by Local Pharmaceutical Committee representatives on November 21 (*C&D*, August 14, p188). It was intended that no pharmacy would receive less remuneration in 1977 than it received this year. There was no hope of getting all the proposals agreed in the immediate future but the first step would be introduction of the basic practice allowance. He warned that under the present financial circumstances there was no possibility of the Department of Health producing more money than was justified by the figures put forward by PSNC. Mr Charlton stressed this point when asked why PSNC had remained tied to the limits of a global sum—he said the legal restrictions of the Government's pay policy prevented this sum being increased. The committee's greatest concern was to ensure that the pharmaceutical service continued. He pointed out that it was a "sheer waste of time" asking the Government now to consider plans for when the

economy improved. "No Government department will ever promise something for the distant future", he added.

Referring to the contractor's proposed new terms of service, Mr Charlton said that at a meeting two weeks ago PSNC pressed the Department of Health very strongly on the pharmacist's right to refuse to dispense prescriptions in certain circumstances. The Department, having initially turned down the proposal, agreed to reconsider the matter.

During a discussion forum, Mr N. E. Wharton, North Walsham, asked when progress could be expected on the rural dispensing problem and if the "standstill" was going to be permanent. Mr D. L. Coleman, member, PSNC and NPU Executive Committee, said he would not recommend such a situation, as it would be a betrayal to pharmacies which had lost business over the years. It would

mean that no new pharmacies could open but there was nothing to stop doctors increasing their dispensing. He believed that mobile and part-time pharmacies would be a better solution for "difficult" rural areas than Dr Maddock's suggestion of distribution by doctors.

Mr Graham Walker, who is a member of the Clothier committee, said negotiations would continue at the next meeting in November. Discussions had been prolonged because of the chairman's illness, but it was hoped that an interim report would result from the next meeting. He said, "At the moment we are moderate men trying to reach a moderate solution, but if we have to resort to militancy then we will do so." If the doctors refused to co-operate, then he hoped sanctions would be applied, certainly in his own county of Lincolnshire, and should also be considered nationally by all pharmacists.

New rent proposals for NI health centre pharmacies

A new method of calculating the rent for a health centre pharmacy—which would offer some relief to those operating such a pharmacy—may be introduced in Northern Ireland in the near future.

Mr T. G. Eakin, president, Pharmaceutical Society of Northern Ireland, announced at the Society's annual meeting recently that the suggestion was made at a meeting of Society representatives with the Minister for Health, Mr D. Concannon, in June. The meeting had been arranged following the Society's Golden Jubilee celebrations at which the previous Minister, Mr R. Moyle, was present, and one of the topics for discussion was control over the geographical distribution of pharmacies in the Province. However it was clear that the Government would not commit itself to a plan for such control, in spite of comparisons being made with the situation in other EEC countries.

Doctors criticised

Mr Eakin also attacked the medical profession for its lax attitudes. The time had come, he thought, for doctors to be told that unless they controlled their prescribing habits, their freedom in the matter would be curtailed. The over-prescribing by doctors was further aggravated by receptionists writing prescriptions. As for professional control over the sale of medicines, particularly regarding the general sale lists, he felt the Government's attitude was "unacceptable".

The number of names on the Register of Pharmaceutical Chemists remained at 1,050 but the number on the Register of Druggists fell from seven to five. The number of premises licensed had fallen to about 540 and closures were taking place at the rate of about 10 a year; some were brought about by terrorist activity and others by redevelopment or retirement. In about 1929 the Society had undertaken responsibility for the printing of the Register each year but recently up to

£150 had been lost in so doing; the responsibility would now revert to the Department of Health. Some 13 members and associates had died during the year and a further loss was the death of Mr W. F. Patton, who had been chairman of the Statutory Committee since 1946.

The various lecture courses and symposia held during the winter were well attended and he congratulated Professor P. F. D'Arcy and the staff of the pharmacy department of the Queen's University on the excellence of the speakers. The symposium organised by the Society of Pharmaceutical Students in February had attracted an attendance of over 200 and the chairman, Miss McCollum, deserved special mention for her splendid work.

Three of the district branches had held a total of five meetings during the winter and some had already made plans for the forthcoming session. Mr Eakin felt that despite the difficulties the Council should make every effort to revive all the society's branches.

The president's appeal last year on behalf of the Benevolent Fund raised some £1,735 and grants made totalled £1,750. The fall in the value of money had necessitated an increase in the amount of the grants. Mr Eakin thanked the members for supporting the Fund so well and the Fund's Committee for its excellent work.

Representatives elected

Mrs C. B. A. Watson and Messrs W. J. Bolon, J. A. Brown, R. G. Dillon, T. G. Eakin and T. I. O'Rourke were declared re-elected as the pharmaceutical chemist representatives and Mr R. S. Adair as the druggist representative on the Council.

A vote of thanks to the president was passed on the proposal of Mr R. G. P. McMullan who said that Mr and Mrs Eakin had represented the Society in an admirable manner. The president replied that his year in office had been a real and sincere pleasure.

Letters

Cut-price cosmetics

May I draw the attention of your readers to an advertisement published in a local newspaper today:

"**MONEY FOR YOU**—Selling cosmetics, perfumes by Coty, Revlon, Max Factor, Yardley, etc from home, factories, offices, shops. Phone Kirkcaldy 68422 nights."

Upon telephoning the above number I was told that I could obtain a large range of goods at greatly reduced prices. Examples included Blue Grass perfume retailing at £5.70 for £1, Elizabeth Arden eye pencils for £0.40, Coty L'Aimant, etc. Much was made of the fact that many of the goods had been returned to the makers by Messrs Boots and other large retailers who presumably have a certain amount of "muscle" in what they retail. Further inquiry revealed that the advertiser was in fact a small cut-price trader.

Now I don't imagine that the world's major cosmetic companies are beating a path to the door of some market trader in eastern Scotland, but I do think it poses the question of whether we are getting a fair deal from our cosmetic suppliers.

I simply do not subscribe to the view that cosmetics are some sort of life blood without which we cannot survive. I have just informed my principal agency that either they trade on my terms or else "good-bye".

The fact is that it's time for the hard word, time to take a look at just how much return we are making on invested capital, time in fact to think about who needs whom?

Catherine L. Holmes
Crail, Fife

Pharmacy's options

I would not have it thought that Xrayser and I disagree very fundamentally about the present problems of pharmacy: I don't think we do. My original letter (C&D, October 2, p439) was simply a mild protest at his comments about the current Numark promotion scheme—comments which suggested that the image of pharmacy was being lessened by aggressive merchandising methods.

Perhaps it is so lessened—but it is still true that, in some cases, improved methods of merchandising can enhance considerably the economics of pharmacies located in, or near, conurbations.

In spite of all the doubts and uncertainties of the present situation, I have the gravest reservations on Xrayser's tentative conclusions. Even if planned distribution of pharmacies could, in the very long term, be achieved, the result would almost certainly be a marked reduction in standards of service to the community either as patients or shoppers.

Alan Ritchie
Macarthys Pharmaceuticals Ltd
Romford

Drugs or better habits?

Poor "Geraint Davies" (letters, October 2). I wish he could take off his blinkers—unfortunately he obviously does not know he's got them on! He is a great advocate for the Establishment and it should decorate him soon—perhaps the patients will not be so fortunate if his dogmatic view of wonder drugs prevails.

Of course many chemotherapeutic agents have worked apparent wonders, but if the people who have supposedly benefitted from them had lived in a different environment with better "habits", the need for the agent is likely to have disappeared.

Perhaps Mr Davies will say: "you cannot change the habits and environment of people"—yet this is precisely the concern of politicians and government. If they gradually turned from modern technological medicine to concentrate resources on promoting sound preventive health

principles, something approaching progress in health would occur. If we continue in the present direction there is no chance of reaching a degree of public health which would be equivalent to the progress science has achieved in other fields.

It is sheer folly to accept that drugs have given us the better general health enjoyed today—it is general improvement in education, environmental amenities and hygiene which have done this.

The contribution of chemotherapy has been small but, I accept, historically important. Unfortunately most of the Establishment think that its present importance is far greater but if they just stop to think a little, I am sure many would soon join me among the sceptics and not work to destroy the herbalists and homoeopaths for nothing.

R. J. Woodward
Managing Director
The Cantassium Co
London SW15

British National Formulary amendments

The following amendments and corrigenda to the British National Formulary 1976-78 have been published and will come into effect immediately:

Page 11 **SI Units**—delete the last sentence on the page and insert: "1 calorie = 4.18 joules; thus 1 kilocalorie (or 1 Calorie—10³ calories) = 4,180 joules."

Page 20 (Notification of Addicts)—second paragraph, last three lines: for "Ministry of Home Affairs" read "Department of Health and Social Services"; the address and telephone number are unchanged but the extension numbers are changed to "335" and "751".

Page 21 (The Prescribing of Drugs likely to cause Dependence or to be Misused)—second paragraph, lines 10 and 11: for "Ministry of Home Affairs" read "Department of Health and Social Services".

Page 26 **Reaction with Anaesthetic Drugs**—fourth paragraph, line 6: for "antagonise" read "potentiate".

Page 27 **DRUG INTERACTIONS**, entry for "allopurinol" in the Table: under the heading "Interacts with" insert "Azathioprine" and "Mercaptopurine"; under "Recommendations" insert "Reduce dose of azathioprine or of mercaptopurine".

Page 37 **Antispasmodics**—lines 3 and 4: after "parasympathetic" insert "system".

Page 50 **Adrenergic Receptor Activity and Blockade**—line 19: for "beta 1" read "beta 2" line 20, for "beta 2" read "beta 1".

Page 94 **Local Anaesthetics**—third paragraph, penultimate line: for "tetracyclines" read "tricyclics".

Page 167 (Electrolyte and Water Replacement)—Preparations, page reference for Sodium Chloride and Dextrose Compound Powder: for "220" read "228".

Page 171 **Parenteral Feeding of Fat and Protein**—fourth line from foot of page: for "calories" read "kilocalories (Calories)".

Page 172 **Infusions for Parenteral Feeding**—the Na⁺ and K⁺ concentrations in the first three preparations in the table are changed to the following:

	Na ⁺ m mol/litre	K ⁺ m mol/litre
Aminosol 10 per cent	136	1.4
Aminosol-Ethanol-Fructose	48	0.47
Aminosol-Glucose	48	0.47

Page 188 (Skin) **BLAND PREPARATIONS, Zinc Compound Paste**: delete "(Lassar's Paste)".

Page 211 **Betamethasone Cream, B.P.C.**—DILUENT: delete "or Buffered Cream, B.P.C.".

Page 212 **Chlortetracycline Ointment, B.P.C.**—DILUENT: for "white soft paraffin" read "yellow soft paraffin".

Page 215 **Hydrocortisone Ointments, B.P.**, base: amend to: "... in a base consisting of either white soft paraffin, or a mixture of liquid paraffin and white soft paraffin."

Page 228 **Sodium Chloride and Dextrose Compound Powder, B.P.C.**—add the following: "When Sodium Chloride and Dextrose Compound Powder, Small Size is ordered, a powder

of identical composition should be dispensed in 8.8 g units. Each 8.8 g unit is sufficient to prepare 200 ml of solution. Sodium Chloride and Dextrose Compound Powder and Sodium Chloride and Dextrose Compound Powder, Small Size may be flavoured."

Page 237 **Diazepam Injection**, title: delete "B.P."

Page 239 **Fluphenazine Decanoate Injection, B.P.**, vehicle: delete "with benzyl alcohol".

Page 240 **Glucagon Injection, B.P.**, directions: amend to "Prepared by dissolving the powder, containing glucagon hydrochloride and lactose, in the solvent."

Page 249 **Penicillin Injections**, centre of page: for "page 102" read "page 231".

Penicillin Triple Injection, B.P.C., DOSE: amend second half of statement to "... repeated if necessary every three or four days."

Page 255 **Streptomycin Injection**—delete "STREPTOMYCIN SULPHATE INJECTION, B.P."

Page 256 **Tetracosactin Injection**, description, amend to "Ampoules: 250 micrograms in 1 ml. A solution in an aqueous vehicle."

Page 263 **Aroxycillin Mixture**, DOSE: for "0.5" read "5"; for "every six hours" read "three times a day".

Page 278 **Compound Thymol Glycerin, B.P.C.**, ingredients: add to the list "carmine", "sodium metabisulphite", "dilute ammonia solution" and "alcohol (90 per cent)".

Page 304 **Nicotinamide Tablets**, strengths available: delete "500 mg".

Page 308 **Phenytoin Capsules, B.P.C.**, and **Tablets, B.P.**, page reference: for "52" read "89".

Page 320 **Influenza Vaccine, B.P. (Flu/Vac)**, dose: amend quantity to "0.5 or 1 ml as stated on the label".

Page 327 (Deletions), foot of the page: add "Zinc Undecanoate Ointment".

Page 337 (Proprietary Preparations)—entry on "Defencin": for "Isoxsuprine Resinate" read "Isoxsuprine as resin complex".

Page 339 (Proprietary Preparations)—after entry on "Duvadilan": insert "Duvadilan Retard Isoxsuprine as resin complex".

Page 375 (Approved Names)—entry on "Isoxsuprine Resinate": amend to "Isoxsuprine as resin complex (Caps) Defencin; Duvadilan Retard".

Page 389 (List of Dental Preparations)—Mixtures: add "Magnesium Hydroxide Mixture, B.P."

Page 390—**Penicillin**: amend entry to read "Benzylpenicillin Injection, B.P."

Benzylpenicillin Tablets, B.P.

Penicillin Triple Injection, B.P.C.

Penicillin V Capsules, B.P.

Penicillin V Elixir, B.P.C.

Penicillin V Mixture, B.P.C.

Penicillin V Tablets, B.P.

Injections of Procaine Penicillin, whether or not containing Benzylpenicillin; the following injections are included in the Dental Practitioners' Formulary:

Procaine Penicillin Injection, B.P.

Fortified Procaine Penicillin Injection, B.P."

Page 391 **Erythromycin Capsules, B.P.**, title: delete "B.P." and insert sub-title "ERYTHROMYCIN ESTOLATE CAPSULES, B.P."

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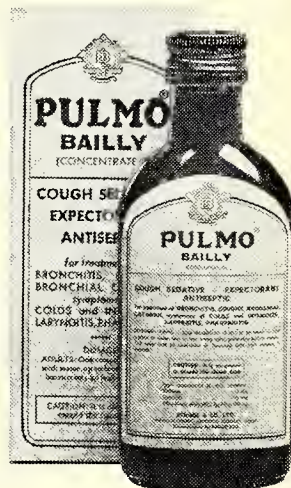
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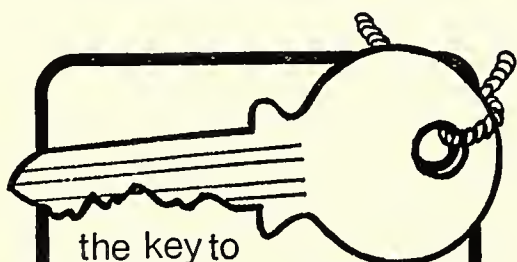
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Company News

Record profit for Glaxo group

Record pre-tax profit of £73.94m in the year to June 30 has been achieved by Glaxo Holdings Ltd, nearly 80 per cent above the 1974-75 figure of £41.43m. Of the increase of £32.51m, £25.5m arose in the second half of the year. Group sales amounted to £411.06m (£317.81m in 1974-75), including £106.05m (£83.95m) attributable to wholesale sales by Vestric. Sales in the UK increased by 20 per cent and overseas by 32.5 per cent.

The company reports that the bulk pharmaceuticals market has remained depressed with, for example, the dollar price of penicillin G showing little sign of recovery. The anti-asthmatic products Becotide and Ventolin are now making an important impact on overseas markets, and sales of Cephalosporin antibiotics continue to advance.

Guinness Peat increase profit on lower turnover

Profit of Guinness Peat Group Ltd in the year ended April 30 was £3,732,000, the highest figure yet achieved and 36 per cent above the previous twelve months, although the turnover was down at £268,643,000 (£309,672,000 in 1974-75). Subsidiary companies in the chemical and pharmaceutical field that have contributed substantially to this achievement include Pirinor Ltd, LPC Chemicals & Drugs Ltd, Has Page & Co Ltd, New Era Laboratories Ltd, Regent Laboratories Ltd, Heminter AG, Lewis & Peat (Canada) Ltd, and Société des Produits Chimiques SIA-St Eutrope SA.

In his statement the chairman, Lord Kissin, says that the group's chemical business has shown improvement on the previous year and reports further steps to extend the commodity processing business. Further expansion of overseas operations is in progress. While it is not possible to make a profit forecast for the 1976-77 financial year, the substantially increased level of activity of the last few months of the previous year has continued.

United Glass well ahead

Sales of the United Glass Group in the 26 weeks to July 3 were £49,594,000 (£41,241,000 in the same period of 1975), and pre-tax profit was £2,855,000 (£2,524,000). The chairman, Mr D. A. Blair, reports that the glass container market strengthened considerably late in the period under review and sales volumes improved accordingly. A new glass container furnace has been brought into service at Alloa, but so far production has been well below target and work is continuing to overcome running-in difficulties. Another furnace is now being pre-

pared for additional production and should be ready early in 1977. "Since July 3 demand has further strengthened and everything possible is being done to supply customers although sufficient production of flint glass is a current problem."

Rockware raise profits

Turnover of Rockware Group Ltd in the 26 weeks to June 27 was £29,550,000 (£24,095,000 in the corresponding period of 1975) and pre-tax profit was £1,877,000 (£1,478,000). In his statement the chairman, Mr J. H. Craigie, says that the pattern of 1975 with 20 per cent of the glass-making machinery shut down persisted in the first half of 1976. With a full production programme and a price increase this autumn, however, the company is confident of improving on last year's record profit.

Rockware have acquired 20.4 per cent of the issued capital of Irish Glass Bottle Co Ltd, while Wheaton Industries Inc, of Melville, New Jersey, have acquired 25 per cent of Rockware Plastics Ltd.

□ The glassmaking subsidiary, Rockware Glass Ltd, has sold its 37 acre site at Greenford, Middlesex, to IBM United Kingdom Ltd for £5.750m. Production was discontinued on this site in early 1974.

BAT to control Juvena Cosmetics

British American Cosmetics Ltd, the cosmetics division of BAT Industries, has reached agreement in principle with Juvena Holding AG for the purchase of a controlling interest in its cosmetics operations, subject to Bank of England consent. The annual sales of Juvena's cosmetics operations amount to about £25m. BAC's initial investment will be approximately £10m, and total ownership is likely to be completed in five years' time.

Downs Surgical growth limited by NHS cutback

Pre-tax profit of Downs Surgical Ltd in the half year to June 30 was £532,000 (£451,000 in the first half of 1975), a rise of about 18 per cent on a turnover about 9 per cent up from £4,744,000 to £5,176,000. The chairman, Mr J. W. Northwood states the company's instrument business was limited by the curbs placed on expenditure by the National Health Service due to the current recession. However, the buoyancy of appliance sales backed by the manufacturing facilities of the new subsidiary Steedon Plastics, enabled the group to achieve its sales target.

Although the company has a strong position in overseas markets, the directors

are concerned about the severe cutbacks in hospital spending in Canada, which are affecting the performance of the Toronto subsidiary, but efforts are being made to recover the first half-year's reversal.

The extension of the factory at Braintree, where most of the company's non-ferrous instrumentation is manufactured, is now complete, and a new stamping division being formed in Sheffield is expected to start producing stainless steel blanks later this month. New storage and distribution facilities involving mechanised handling linked to the computer installation at Mitcham are proposed.

Briefly

Mr Kenneth Lee, MPS, has acquired the pharmacy of Mr H. S. Byfleet, BPharm, FPS, 400 Uxbridge Road, Hatch End, Middlesex.

The offer for **Odex Racasan** by Paterson Zochonis has been declared unconditional. Acceptances have been received for 53.6 per cent of the ordinary shares and 36 per cent of the preference shares.

Witco Chemical Ltd are to move their headquarters office, including administration, sales and accounts departments, from London to Worcester on October 18. The new address is Witco House, Barbourne Road, Worcester WR1 1RT (telephone Worcester 21521, telex 339853).

Syntex Agribusiness Inc, the animal health division of Syntex Corporation, have established new European headquarters and production facilities in Belgium on land leased from the Catholic University of Louvain-la-Neuve. The 6,500 sq m complex accommodates the manufacture of products for distribution throughout Europe and Africa.

Appointments

Mölnlycke Ltd have appointed Mr M. Corzberg product group manager for Libresse sanitary towels.

Barnes Hind Ltd have appointed to their sales team, Michael Waters (London and south-east) and Alan Jones (Scotland).

William R. Warner & Co Ltd: Mr Bryan J. Oswald has been appointed registration manager in the medical department. He was previously with Berk Pharmaceuticals as registration manager in the research and development division.

Merck Sharp & Dohme Ltd: Ian Dyer has been appointed production planning manager with additional responsibility for inventory control, and Howard Leaker has been appointed senior purchasing officer (chemicals). Alan Draper is now senior purchasing officer (engineering), and Graeme Bell, BVSc, MRCVS, has been appointed veterinary field manager.

House of Carmen Ltd: Mr David Shepherd has been appointed national sales manager following the promotion of Mr Ronald Milledge to the board. Four additional sales representatives have been appointed: Maxine Hoskins (covering Cleveland and Yorkshire), Irene Adair (West Scotland), Mary Jane Rowlands (South Wales) and Jane Rose (Devon and Cornwall).

Market News

Active trading in spices

London, October 13: In a week dominated by the Bank of England's announcement that the Minimum Lending Rate had been hoisted to a record height of 15 per cent, there was a good demand for certain spices. This is, of course, the time of year when the food industry's interest is at its peak because of the forthcoming Christmas season. Apart from pepper prices which again leaped ahead, most of the increases were wholly due to currency adjustments. In aromatic seeds Indian fennel quotations were abnormally high; from £325 metric ton last week it jumped to £470 in the cif position. Since Egyptian seed was available at £235 there were no takers for the Indian

In botanicals, Peru balsam, cochineal and lemon peel were dearer while gentian root was marked down.

Brazilian peppermint oil was higher than its Chinese counterpart in all positions. There was a substantial premium for citronella in the forward position over spot rates. Lemongrass was easier.

Pharmaceutical chemicals

Amylobarbitone: Less than 100-kg lots £9.08 kg; sodium £10.56.

Aspirin: 10-ton lots £1.06 kg; 1-ton £1.12.

Benzocaine: BP in 50-kg lots, £4.49 kg.

Bismuth salts: £ per kg.

	50-kg	250-kg
carbonate	9.80	9.75
salicylate	8.15	—
subgallate	8.65	—
subnitrate	8.87	8.80

Boric acid: EP grades per metric ton in 2-4 ton lots for British material—granular £225; crystals £306; powder £246; extra fine powder £256.

Butabarbital: 50-kg lots £11.84 kg; sodium £13.01.

Butobarbitone: Less than 100 kg, £11.24 per kg.

Cocaine: Alkaloid £448 per kg; hydrochloride £409. Subject to Misuse of Drugs Regulations.

Cyclobarbitone: Calcium £11.29 kg in 25-kg lots.

Dextromethorphan: £134 per kg in 5-kg lots.

Mercurials: Per kg in 50-kg lots; ammoniated £5.70; oxides—red £6.75 and yellow £6.50; perchloride £4.70; subchloride £6.00; iodine £6.20 in 25-kg lots.

Methadone hydrochloride: Subject to Misuse of Drugs Regulations, £1.33 per 5-g.

Methyl salicylate: £0.83 kg for 5-ton lots; £0.87 for 1-ton.

Noscapine: Alkaloid £26.80 kg for 25-kg lots; £25.00 kg for 100-kg. Hydrochloride £30.00 and £28.00 kg for similar quantities.

Opiates: (£ per kg) in 1-kg lots; subject to Misuse of Drugs Regulations—Codeine alkaloid £138.70 to £454 as to maker; hydrochloride £391; phosphate £334.80 to £347; sulphate £391. Diamorphine alkaloid £531; hydrochloride £484. Ethylmorphine hydrochloride £426.40 to £444. Morphine alkaloid £482.30 to £501; hydrochloride and sulphate £395 to £409.

Paracetamol: (Per kg) 50-ton contracts from £2.60; 10-ton £2.65; 1-ton £2.75. Premiums for direct compression £0.13 kg.

Papaveretum: £305 kg; 5-kg lots £300 kg. Subject to Misuse of Drugs Regulations.

Pentobarbitone: Less than 100-kg £14.69 kg; sodium £15.88.

Pethidine hydrochloride: 10-kg lots £28.70 kg. Subject to Misuse of Drugs Regulations.

Phenobarbitone: In 50-kg lots £10.89 kg; sodium £11.91.

Pholcodine: 1-kg £432 to £457; 60-kg lots £400 to £415 as to maker. Subject to Misuse of Drugs Regulations.

Quinalbarbitone: Base and sodium in 25-kg lots £13.91 kg.

Quinidine sulphate: 25-kg lots £140 kg.

Quinine: (25-kg lots, per kg) alkaloid £89.55; bisulphate £75.30; dihydrochloride £88.55; hydrochloride £88.55; sulphate £84.55.

Salicylic acid: (kg) 5-ton lots £0.86 kg; 1 ton £0.87.

Crude drugs

Balsams: (kg) Canada: £12.00 spot; £11.80, cif for shipment. **Copaiba:** BPC £1.50 on the spot; £1.55 cif. **Peru:** Spot £6.60; £6.50, cif. **Tolu:** £3.50 spot; £3.40, cif.

Belladonna: (metric ton) Leaves £1,400 cif. Herb no offers. Root £1,300.

Cinnamon: (cif) Seychelles bark £370 ton. Ceylon quills 4 O's £0.66 lb.

Cloves: Madagascar £3,700 per ton, cif.

Cochineal: Peruvian silver-grey £14.50 kg, spot; £14.00, cif. Tenerife silver-grey £18.00; black £20.00.

Gentian: Root £1.40 kg spot; £1.35, cif.

Lemon peel: Unextracted £1,750 metric ton spot; shipment £1,700, cif.

Menthol: (kg) Brazilian £10.20 spot; £10.00, cif. Chinese £10.60 in bond; shipment £10.40, cif.

Pepper: (ton) Sarawak black £1,270 spot; £1,180, cif. White £1,500 spot; shipment £1,395, cif.

Sarsaparilla: Shipment £1,700 metric ton, cif.

Seeds: (metric ton, cif) **Anise:** China star forward £595. **Caraway:** Dutch £770. **Celery:** Indian £485. **Coriander:** Moroccan £560. **Cumin:** Egyptian £470; Turkish £490; Iranian £540. **Dill:** Indian £265. **Fennel:** Indian £470; Egyptian £235. **Fenugreek:** £140.

Essential and expressed oils

Almond: Sweet in drum lots £1.20 kg.

Citronella: Ceylon £1.35 kg spot; £1.47, cif. Chinese £1.95 kg spot and cif.

Lemon: Sicilian best grades about £9.70 kg.

Lemongrass: £5.25 kg spot; £5.00, cif.

Lime: West Indian about £8.60 kg spot.

Mandarin: Nominal.

Orange: Florida £0.75 kg; West Indian £0.50.

Origanum: About £12.00 kg for Spanish.

Peppermint: (kg) Arvensis—Brazilian £4.80 spot and cif. Chinese £4.75 spot and cif. Piperata.

Peppermint: American Far West about £20.00, cif.

Seamint: American Far West £10.00-£11.00 kg; Chinese spot £10.25 kg shipment; £9.70, cif.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax. They represent the last quoted or accepted prices as we go to press.

gesics should be banned: "Its advice, together with representations received both for and against the recommended ban, is now being considered by ministers and their decision will be announced as soon as possible."

Eraldin inquiry sought

Six Labour MPs have tabled a Parliamentary motion calling for an inquiry into Eraldin. The motion states: "That this House expresses its grave concern at the continuing increase in the number of people who are known to be suffering side-effect diseases, some fatal, caused by the use of the drug Eraldin and calls upon the Government to institute an urgent inquiry to determine the total number of people involved and ways in which help and advice can be given." The leading signatories are Mr Sydney Tierney, Mr Ken Weetch, and Mr Roy Hughes.

Coming events

Monday October 18

Barking and Havering Branch, Pharmaceutical Society, postgraduate medical centre, Oldchurch Hospital, Romford, at 7.30 pm. Mr G. E. Applebe on "The Medicines Act 1968".

Enfield Pharmacists Association and North Metropolitan Branch, National Pharmaceutical Union, joint meeting, postgraduate medical centre, Chase Farm Hospital, Enfield, at 7.45 pm. Mr W. A. G. Kneale, NPU EEC liaison secretary, on "A fresh look at general practice pharmacy in the EEC".

Harrow and Hillingdon Branch, Pharmaceutical Society, clinical lecture theatre, Northwick Park Hospital, at 7.40 pm. Dr G. Hulands, consultant anaesthetist, on "Anaesthetics and acupuncture".

Mid Glamorgan East Branch, Pharmaceutical Society, Criterion Hotel, Pontypridd, at 8 pm. Discussion and formulation of branch motions.

Plymouth Branch, Pharmaceutical Society, Moorland Links Hotel, at 8 pm. Wine and cheese party.

Tuesday October 19

Bristol Branch, Pharmaceutical Society and Boots Severnside Association joint meeting, lecture theatre, Bristol Royal Infirmary, at 7.30 pm. Mr B. Silverman on "Be fit to survive".

Bromley Branch, Pharmaceutical Society, Wellcome Research Laboratories, Langley Court, Beckenham, at 8 pm. Mr S. Rose-Neil on "Acupuncture".

Sales Promotion Executives Association and Market Research Society joint meeting, 51 Charles Street, London, W1, at 6 pm. Discussion on "Pre-, during and post-promotion evaluation".

Speakers: Mr C. Hall, Promotional Campaigns Ltd, Mr B. Pymont, Forecast (Market Research) Ltd.

Wednesday October 20

Northumbrian Branch, Pharmaceutical Society, Winthrop Laboratories, Edgefield Avenue, Fawdon, Newcastle 3, at 7.30 pm. "Launching BP Conference 1980".

Wellcome Postgraduate Medical Week, Avery Jones postgraduate medical centre, Central Middlesex Hospital, London, at 8 pm. Lecture on "Different brands of tablet—are they equally effective?" Programme details from Mr R. Mathers, Wellcome Medical Division, Ravens Lane, Berkhamstead, Herts.

Essex Area Chemist Contractors, County Hotel, Chelmsford, at 8 pm. Meeting to discuss "Future of pharmacy in Essex".

Thursday October 21

Barne Branch, Pharmaceutical Society, nurses' recreation hall, Barnet General Hospital, at 7.30 pm. Barn dance.

Crawley, Horsham & Reigate Branch and Worthing & West Sussex Branch, Pharmaceutical Society, joint meeting, CIBA Laboratories, Horsham, at 7.30 pm. Dr C. Clarke on "Medical officer to the British Everest Expedition 1975".

Harrogate Branch, Pharmaceutical Society, Smith's Arms, Beckwithshaw, at 8 pm. Miss Edith Simson on "The surprising Mrs Beeton".

Leeds Branch, Pharmaceutical Society, Golden Lion Hotel, at 8 pm. Mr S. G. Rowley on "Poisonous plants".

Liverpool Branch, Pharmaceutical Society, Gladstone Suite, St George's Hotel, at 7.15 pm. Speakers from Dista Products Ltd on "Latest ideas in packaging".

London Branch, Guild of Hospital Pharmacists, Wellcome Building, 183 Euston Road, London, NW1, at 7 pm. Business meeting followed by Dr M. Davis on "Paracetamol overdose".

Northern Scottish Branch, Pharmaceutical Society, postgraduate medical centre, Raigmore Hospital, Inverness, at 7.45 pm. Mr R. S. Morrison, chairman, Scottish Executive, on "Oriental journey".

Sheffield Branch, Pharmaceutical Society, Royal Victoria Hotel, Sheffield, at 7 pm. Annual dinner dance, guest speaker Mr A. Howells.

Shropshire Branch, Pharmaceutical Society, visit to Bates & Hunt (D&P) Ltd photographic processing laboratory, Hadley, Telford, at 7.30 pm.

Sunderland Branch, Pharmaceutical Society, Roker Hotel, Sunderland, at 7.30 pm. Annual dinner meeting.

Saturday October 23

Scottish Department, Pharmaceutical Society, Conference of Scottish pharmacists, Royal Darrocks Hotel, Cults, Aberdeen, until October 24.

Westminster Report

NDM to go in February

National Dried Milk is to be discontinued from February 26, 1977, Mr Eric Deakins, Under-Secretary, DHSS replied in a Commons written answer this week. The relevant amending order would be laid before the House shortly.

Analgesics—no moves yet

Mrs Audrey Wise this week asked whether the Secretary for Social Services would implement the Medicines Commission's recommendation that analgesics should be sold only over the counter and in packs not larger than 25, except in special cases. Mr Roland Moyle, Minister for Health, in a Commons written answer, replied that the Commission had reviewed its recommendations that self-service sale of anal-

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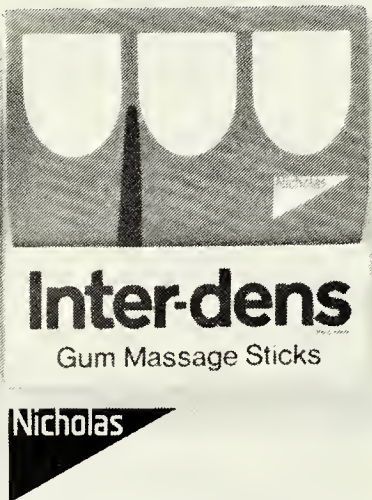


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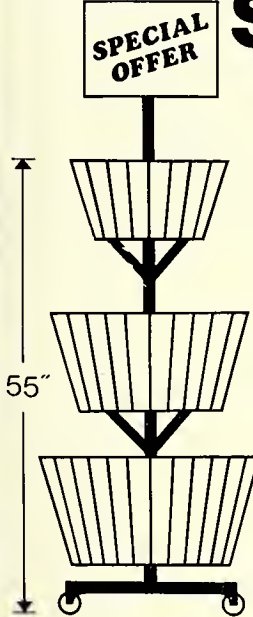
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